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Thomas A Edison Papers

A SELECTIVE MICROFILM EDITION PART V (1911-1919)

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A Note on the Sources

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filmed are the best copies
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EDISON GENERAL FILE SERIES

1914

**Edison General File Series
1914. Phonograph - General (E-14-69)**

This folder contains correspondence, interoffice communications, and other documents relating to the commercial and technical development of Edison's cylinder and disc phonograph. Included are letters pertaining to public demonstrations of the Diamond Disc Phonograph, the selection of talent and music for recording, customer relations, and activities among Edison's agents and competitors. There are also production and accounting reports, along with a letter from the accounting firm of Lybrand Ross Bros. & Montgomery regarding a project to systematize operations in the Disc Department. In addition, there are numerous letters complaining about the musical quality and limited repertoire of Edison recordings. A letter from Gov. George H. Hodges of Kansas expresses disappointment "in the ordinary class of records that you are furnishing." A communication by Harry T. Shriver, a neighbor in Llewellyn Park, is one of several commenting on the need for more dance music. Other correspondents include Secretary of State William Jennings Bryan, who agreed to make a series of recordings for Edison; Thomas C. Ballard, an early phonograph promoter; newspaper publisher Arthur W. Brisbane; and radio and television pioneer Lee De Forest. Numerous undated items in Edison's hand, including evaluations of songs and artists, follow the dated documents. An incomplete set of the minutes of the Amusement Phonograph Committee appears at the end of the folder.

Approximately 25 percent of the documents have been selected. The material not selected includes unsolicited suggestions and inquiries from inventors and other unsolicited correspondence receiving no substantive reply from Edison. Also not selected are lists of phonograph dealers, letters of transmittal and acknowledgment, and daily and weekly reports concerning quality testing, sales, and other commercial matters.

Edison General File Series
1914. Phonograph - General (E-14-69)
January-June

MORNING

SUNDAY

EVENING

THE



SUN

THE A. S. ABELL COMPANY, Publishers,
BALTIMORE, MD.

H5

1914 Phov.
Mr. Thomas A. Edison,
Orange, N. J.
 January 1, 1914

Dear Sir:—

The following inquiry has been referred to the "Answers" Column of
 MEADOWCROFT.

The Editor

"Have attempts been made to
 read phonographic records directly?
 I mean by that, has any one
 become so adept, that he can
 tell by examining a cylinder with
 a lens what has been recorded
 on it?"

Edison Can tell a soprano from
 Bass Baritone or Tenor & each from
 the other also every instrument
 in the orchestra when played

If you can furnish this information, I shall appreciate it very much.
 alone - by looking at records

truly yours,
 A. S. Abell & Co.
 Editor, "Answers."

but difficult to tell
 Compound tones from several
 instruments

Jan. 2nd, 1914.

Mr. Edison:

I received a call this morning over the telephone from Mr. Paul Beckwith of 472 Benedict Avenue, Woodhaven, L. I. Mr. Beckwith is one of the engineers of the New York Telephone Company, and his office is at #15 Dey Street, Room 402.

It seems that last Saturday he went to #10 Fifth Avenue where Mr. Bolan demonstrated the disc phonograph to him and he decided to order a \$150 machine. Mr. Bolan looked over his list and referred him to the Cort Sales Company, 330 Sixth Avenue, New York City. Mr. Beckwith went there and saw Mr. Weber one of their salesmen and bought a \$150-machine and asked that they send their man over to his house to unpack it and start it running.

The machine was received on Wednesday of this week and the man went over to Mr. Beckwith's house and unpacked it and started it off. Mr. Beckwith noticed that the machine was scratched and looked like a second hand affair. The finish was worn off in places, and especially on the platform below. He called the man's attention to this, and the man suggested that he have it refinished himself and send them a bill for the expense. Mr. Beckwith did not think well of this idea at all.

When he came to run the machine on Wednesday night, expecting to enjoy the music, he found that it would not run regularly. After he started it up it would make 10 or 12 revolutions very slowly and then gather speed and then run up above 80 revolutions per minute and slow down again, and altogether would not play more than half of one selection, and he rather feels that he has not been treated right, as the machine is utterly useless to him and is in very poor condition.

Another matter he mentioned was that he ordered four records of the Cort Sales Company. They sent him only one of the four that he had ordered and sent three others that he had not ordered, and two of those were cracked.

I told Mr. Beckwith that you certainly would not stand for any customer being treated in this way and promised that we would fix him up in good shape. He was very nice about the matter and said he felt quite sure that this was not the kind of treatment you would have customers receive.

W. H. Meadows

Jan. 3, 1914

Mr. Hird:

Mrs. Edison wishes to have three A-250 radiography Disc Phonographs sent down to the Women's Club, East Orange, to be used on Monday night, January 5.

Please arrange to have three tested instruments sent down to Mr. Barber not later than noon on Monday, the 5th inst. so that they may be taken down and set up in ample time for Messrs. Hayes and Bolan to be sure that they are in proper condition for the evening.

Mr. Barber will note that one of these instruments is to go in the ball-room on the upper floor, one in the library, and one in the large room down-stairs.

HTL:BB

H. T. Leeming

Copies to Messrs. Ackerman, Barber, Hayes, Bolan

Copy to Mr. Mandeville

APRIL SUPPLEMENT

MINUTES OF MEETING OF RECORD COMMITTEE
HELD JANUARY 5, 1914/

MESSRS. MEHR: WURTH: PAYNE: HIRD: WATSON: MCCHESENEY: WEBER: KUHNS: BALDWIN:

ACCEPTED TO COMPLETE APRIL SUPPLEMENT

<u>BLUE</u> <u>AME</u> <u>CAT. NO.</u>	<u>SERIAL</u> <u>OR OLD</u> <u>CAT. NO.</u>	<u>TITLE</u>	<u>TALENT</u>
2210		HALLELUJAH, CHRIST IS RISEN (Easter Anthem)	EDISON M. QUAR
2212	11803	ALL ABOARD FOR DIXIELAND-"High Jinks"	JONES & WHO.
2218	11776	MY CHAIN OF MEMORIES	REULAH YOUNG
2223	11642	LULLABY	GRACE C. EMELER
2224	11780	I'M CRYING JUST FOR YOU	JONES MURRAY
2233		I'M ON MY WAY TO MANDALAY	CAMPBELL-GILLETTE
2255		(a) IN DE MORHIN' (b) JES' GIB HIM ONE OF MINE	E. S. WRIGHT
2256		THE DEAR OLD SONGS	OAKLAND & WHORUS

CONCERT

28192	10856	MENUET OF VALSE BLUETTE [Violin]	PARLOW
28193	10544	LAST ROSE OF SUMMER	RAPPOLD
28194	11744	THE LAWN SWING	C. MILLER & CHO.

TRIALS

JAS. BURKE---Not considered suitable for our use.

MR. VOELKMAN---

J. E. WALBANK---Committee thought favorable of this artist and suggested that records be recorded.

The Victor February Supplement was listened to and it was the opinion of the Committee that the surface of these records is good but no improvement over last supplement of these competitive records heard. It contained 20 twelve inch and 28 ten inch numbers. The following selections were regarded suitable for our cylinder product and recommended that they be recorded.

ROLL ALONG RIVER TENNESSEE
COME INTO THE GARDEN MAUD

A. C. IRETON, Chairman.

COPIES TO MESSRS. EDISON: WILSON: DOLBEER: MILLER: CRONKHITE MAXWELL:
STEVENS:

G. E. GODDWIN, MANAGER.

Hand - Note & Return

The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.



*Get list of what wanted
+ we will record or
put them away
what we you having*

Mr. Wm. H. Meadowcroft,
c/o Thos. A. Edison, Inc.,
Orange, N. J.

My dear Mr. Meadowcroft,

By keeping at it perhaps we can accomplish something. The following list of Disc records advertised and once on sale have suddenly ceased coming along. I have endeavored to impress Mr. Edison with the importance of hastening their revival as available stock and now I write to you to say that if in the work you are doing incidental to records, you can boost any you would better do it for this situation is rather desperate. Many of these stand-bys have been out of stock long enough to have made them over several times and our inquiring customers can't understand it at all. They can see how a record would be out of stock for a couple of weeks but when it is seven and eight weeks and, in the case of "Annie Laurie" three months, it is very hard for us to explain.

We have always made excellent use of any signed letters you sent us in regard to records and if you have your old time ingenuity in these matters you will frame up a letter that we can post up here in the Sales Department which will serve as a reason for records being out of stock so long.

I am sorry not to have seen you when I was down there

W.H. MEADOWCROFT #2.

the other day but I didn't have an opportunity to do half what I wanted to do.

With kind regards, I am

Sincerely yours,

CEG/M

Edward

(Wells)

P.S. The new German tenor records, #83016 and #83017, are beautifully sung but our friends are unable to see how you dare to let them come out at this late day with the surface that they have. Who imposes upon Mr. Edison by letting him publish star performances under such handicaps? These goods are unsaleable and as we never had heard them before last week and would be willing to get along without them until they were right we wonder what influence is at work in the plant to try to injure you by offering anything of this kind. Get out a couple of them and listen to them and see if you would give three dollars each for such results. When we tell the public that Mr. Edison has "got it" now and you send us smooth records like you did for a while we get under great headway, but when you lower your standards for a few days and permit stuff to leave the plant that no one wants and each reproduction serves to set back the progress of the new machine some one ought to be guarding Mr. Edison's interests a little more closely. Some day, Old Man, I am going to tell you something very interesting about what actually hinged and was decided on these two German records.

*Mr. Edison heard these
you last night last week*

[ATTACHMENT/ENCLOSURE]

G. E. GODDWIN, MANAGER



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago

50052	✓ 80055	✓ 82033
50060	✓ 80061	✓ 82511
50065	✓ 80063	✓ 82516
50089	✓ 80072	✓
	80074	✓
	80078	✓
	80084	✓
	80078	✓ <i>duplex</i>
	80098	✓
	80099	✓
	80100	
	80119	
	80121	
	80091	

Jan.10, 1914

Mr. Edison:-

In regard to Goodwin's complaint that he cannot obtain some of the earlier selections listed, I append herewith remarks concerning the condition of the selections specified:

Cat.No.	Title	Serial No.	Remarks
50052	Apple Blossoms	1261	Moulds now running. Small stock on hand. Apple Blossoms discarded frequently.
	Flower Song	1053	Making up more moulds.
50060	Massa's in Cold Ground Old Folks at Home	1035 1077	Working moulds from new Master will be finished 1/13/14.
50065	Wedding of Winds On the High Alps	1256 1282	When Master to plate 1/12 Working moulds ready about 1/25/14
50089	La Zingana Kiss Waltz	2171 2260	Stock on hand. Canfill orders up to 275 at once.
80055	Carry me back, etc. O Promise Me	981 1191	Working moulds will be ready 1/12/14
80061	Silver Threads Kiss Waltz	1098 1326	Working moulds will be ready 1/12/14
80063	Hear Me Norma La Paloma	1103 1196	When Master plated 1/6. Working moulds will be ready about 1/17/14
80072	Bloom is on the Rye Rocked in the Cradle	1052 1286	Sub Masters printed 1/10/14. Working moulds ready 1/15/14.
80074	Dreams of Galilee Nearer My God to Thee	1288 1277	Working moulds ready 1/12/14

Mr. Edison
#2

80078	Melody in F Humoresque	1309 (Moulds running. Small 2063 stock on hand. Moulds (are discarded frequently. (Making up more of Melody (in F.
80084	Serenade Moszkowski Evening Star	2586 (Working moulds ready 1021 1/15/14
80098	Call me your Darling Annie Laurie	1298 (Sub Masters printed 2173 1/7/14. Working moulds (ready about 1/18/14.
80099	Good-Bye Sweet Day In Old Madrid	2314 (Moulds running. Discarded 2122 frequently on in Old (Madrid. Making up more (moulds.
80100	The Rosary When the Robins Nest	2315 (Sub Masters printed 1/7/14 (Working moulds ready 2115 1/18/14.
80119	Depuis le jour	2463 (All working moulds dis- (carded 1/9/14. Will make (new prints from Master (Mould 1/10/14. If cannot (repair will have to re- (lease new Wh. Master.
80121	On Yonder Rock Soldiers Chorus	2110 (Moulds running. Small 2349 stock on hand. Discarded (frequently on "On Yonder (Rock. New working moulds (completed 1/7/14
80091	Harts & Flowers Genius Loci	2642 (Sub Masters printed 1263 1/6/14. Working moulds (ready about 1/17/14.
82033	Home Sweet Home The Swallow	1100 (Sub Masters printed 1/8. 1308 (Working moulds ready (about 1/20/14.
82511	Ave Maria Sweet Spirit, Hear My Prayer	1331 (Sub Masters printed 1/8. (Working moulds ready 1097 (about 1/18/14.

Mr. Edison

#3.

82516	Anvil Chorus	1302	{ Moulds running. Small stock on hand. Making up more of Misereri.
	Misereri	812	

We have filled all his orders for No. 50089 and
80099.

None on this list that need making over at
present time, and your recent releases of White Masters
complete the catalog.

A. M. Hard.

Mr Edison:

Expect to see the New York manager of Hallitt & Davis on Wednesday or Thursday. From what the second man told our man Silverman, it seems likely that we shall get those for Edison exclusively at their 42nd St. Stn.

The question of the Handman & Pick branches will probably come up in a few days.

Louis Ginkel is stalling until after inventory - Feb 1st. His musical dept. manager wants to put in the line at once. Expect to see Ginkel again during the week. Apparently he has decided to take on the line, but for some reason - perhaps financial - wants to postpone the investment. Have heard that Ginkel's present backers may give way to Clapline, but I do not think that would interfere with us.

Jerry Stern wrote that a postponed directors meeting would tie him up Friday week. I am to see him next Friday or Saturday.

I don't think we have handled our New York prospects in exactly the right way, but in spite of that, we are going to get some of them. I have instructed Silverman about future prospects.
maxwell
10 Jan 12

GRANT W. HARRINGTON,
PRIVATE SECRETARY
S.T. SEATON,
EXECUTIVE & PARDON CLERK

STATE OF KANSAS
GEORGE H. HODGES, GOVERNOR
TOPEKA

0²⁸
January 13, 1914.

Mr. Theo. A. Edison,
Orange, New Jersey.

My dear Mr. Edison:--

I recently purchased one of your disc model phonographs from the Santa Fe Watch Company of Topeka, but I am very much disappointed, not in the instrument but in the ordinary class of records that you are furnishing. In fact, I find it impossible to get any desirable records. An instrument without high class records is useless. I would be pleased indeed to have some information from you along this line.

Very truly yours

George H. Hodges
Governor.

Ask if he will indicate what
kind of or type of records he
wants, most of the letters we receive
request popular tunes, tangos etc
protesting against high class
records. *S*

V28
Mr. Thomas A. Edison,
Orange, N. J.,
New Jersey.

Say we intend
making a large

number of records of

My Dear Sir: Music suitable for

has been here with a beautiful specimen of
your New Diamond Disc Photograph, and won
for it the most enthusiastic approval from
a most unusual audience. Although the rec-
ital was exceedingly interesting, the per-
former was about the only one who did a long
sixty miles an hour, yet over one hundred
and twenty five people had the re-
cital. Many of them gave four or five
miles, but all were genuinely pleased with
the instrument and the selections rendered.

We feel personally in-
debted to you for courtesies shown through
your enjoyable system of making known the
fine qualities of the new instrument, and
I am glad to note that in giving this work
to Mr. Morgan you have struck twelve! These
recitals are surely laying up treasures for
you in the hearts of a host of people many
of whom will not find life entirely satis-
factory until they possess one of your in-
struments.

I have been using a
really good Victor in connection with some

of the public services in my church, and have found it to be a most valuable adjunct but it does not begin to compare with your superb instrument. I am sure that with such a really human tone as you are reproducing, the phonograph may yet be made of immeasurable value in church gatherings. May I be allowed to say that I believe that in connection with the preparation of the new repertory made necessary by your late improvements, you might find an important field in furnishing a superior list of musical numbers suitable for such services? Such records cannot be made by music hall or professional concert singers, but only by church soloists and choirs of acknowledged gifts in this special direction.

In speaking for my congregation in a general way, I wish to especially express the pleasure of my family and myself.

Respectfully yours,

(Rev.) William Arthur Thomas

Pastor Pres. Church.

January 15th. 1914

P
1914

Phew.

January 16th, 1914

File

Mr. Walter Miller:

The London office advice forwarder per
s/s Lusitania, two cases containing a total of 40 10"
Special Disc Masters as per master information sheets
herewith.

Mr. Hayes of the London office has instructed
us to advise you regarding this shipment. We will arrange
to deliver these masters to Mr. Grimes as usual, unless you
advise us to the contrary.

FOREIGN DEPARTMENT
FOR

PHF RRP

Incl.

Copies to Mr. Grimes
" Mohr
" Hayes
" Edison.

Mr Edison MEADOW CROFT.

Jan 15, 13

acc that I hear
Carl Jann's - (Tenor of the Metropolitan) contract
with the German gramophone co expires
to day. I hand you here with 3 cylinders
records recorded about 2 yrs ago
If you like his voice I will try & get
an touch with him, and see what
arrangement can be made

Head them -
Don't want them
Wm. W. Wm.

Feb. 3/14

G. E. GOODWIN, MANAGER.



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices-229 So. Wabash Ave.

Chicago Jan. 16, 1914.

Mr. Thomas A. Edison,

Orange, N. J.

My dear Mr. Edison,

I send you herewith our Tango "ad" of
yesterday which runs in the "American" and the "Tribune" Sunday.
I call your particular attention to the cuts being very well
done for newspaper work.

Yours very truly,

G. E. Goodwin

CEG/M

ENCLOSURE

P. B. SHAW
WILLIAMSPORT PA.

January 19, 1914.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Mr. Edison :

I have been absent from my office for two weeks, which accounts for my not advising you of my conclusions regarding the phonograph business for Philadelphia.

As you know, I have never had any training in a strictly commercial enterprise, and I cannot see how I could give the time and attention to the phonograph business to the exclusion of my many other matters, and, therefore, I have concluded not to personally go into it.

I have, however, talked the matter over with a number of my friends, and I have interested a young man here who has had very large experience substantially on the same lines, and I have said to him that if he would raise \$50,000. I felt sure he could get into the business in good territory, such as Philadelphia, Baltimore or Washington. He advises me that he thinks he can raise the money, and wants to know what terms would be given him.

If you will refer this matter to your Selling Department, and have them advise me the terms and conditions upon which they would open an account with a party having that much capital to start with, I will take the matter up with him, and will advise your Sales Department if he succeeds in getting together the money.

I am sorry I do not feel that I can take it up personally, as you know nothing would please me better than to again be associated with you and your enterprises. Perhaps later you will develop something in which you will need a man with my experience, and in that case I shall be more than glad to confer with you in relation to the same.

Very truly yours,

P. B. Shaw

Commonwealth of Pennsylvania
Insurance Department

CHARLES JOHNSON
COMMISSIONER
S. W. McCULLOCH
DEPUTY

In the matter of the liquidation
of the

THOMAS B. DONALDSON
SPECIAL DEPUTY INSURANCE
COMMISSIONER [RECEIVED]
331 WALNUT STREET
PHILADELPHIA, PA.

Received

Jan. 19, 1914.

Thomas A. Edison, Esq.,
East Orange,
New Jersey.

Dear Sir:-

I am sending to you one of the original tin foil phonograph records which you demonstrated at the Patent Office, April 19, 1878, when my father was present. My father was somewhat of an antiquary. (He died in 1898; Thomas C. Donaldson). This tin foil is in the original package where it has been since '78. (That year, by the way, was just two years after my birth).

The pencillings on the yellow wrapper say that it was the first public exhibition; that the Patent Office examiners were present, with Carl Schurz, Secretary of Interior. If I recall right, my father once said that Mr. Depew was also present and talked French into the recorder.

This may be of interest to you. If not, return it and I'll give it to the Franklin Institute.

Yours truly,

Thomas A. Edison

New Grand Hotel,
New York City,
Jan. 20, 1914.

Mr. W. H. Meadowcroft,
c/o Thomas A. Edison,
Orange, N. J.

Cr

Dear Sir:

Last spring, just as I was leaving for the West, I received a letter from Mr. Edison, inviting me over to see him. It was impossible at that time, but could come any time in the near future. I am the man who followed Col. Roosevelt through Africa, with two cow-boys, roped and tied down all the vicious brutes over there. I am again on my road to French Congo, West Africa, for the purpose of roping and bringing into captivity a full grown gorilla, and other wild beasts. It is a well-known fact that the gorilla has never been in captivity, and that he is a great lover of music. I have it in my mind to entice him into the open by giving him plenty of good music. The old man gorilla, is crazy after women and a record with some lady's voice would no doubt beguile him into our reach.

I am writing the narrative for the Sunday papers of the United States, six of the Hearst papers having already contracted for it, and it will be the most widely circulated bit of news that has come out in many years. I was of the opinion that Mr. Edison would like the free advertising for his new records, and also for the machine to take the roar of the animal. At any rate, I should be glad to talk it over with him, and give him such publicity as would a hundred times more than pay for the instruments that he might be willing to let us take along.

You can call me up at any time at the New Grand Hotel, 31st and Broadway, providing it is not later than this week.

Very respectfully yours,

G. J. Jones

WZ
Mr. Meadowcroft

Re Disc 80 with self
contained mechanism-

First model completed last week
but too expensive & heavy so
rejected.

New model ready to day. A
mechanism is assembled to it
and test seems satisfactory. We
will run it to-morrow and turn
it over to Engineering Dept
Thursday morning. Will have
Halpin see it Wednesday.

Tell Mr. Edison the idea
is undoubtedly O.K. and will
greatly overcome our #80 &
#60 troubles. Also tell him
that 25 of new #80 are nearly

completed. Will give him
testing quantity next
week.

The new motor can
easily be adapted to the
"self contained" idea

Lerning 1/20



OFFICE OF
CHIEF MEDICAL OFFICER

TREASURY DEPARTMENT

UNITED STATES
PUBLIC HEALTH SERVICE
ELLIS ISLAND, NEW YORK

Jan. 21, 1914.

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:

I am submitting to you herewith copy of a patent granted
me on a device for playing cylinder records on disc machines of
any make. Since the patent was published in the Scientific Amer-
ican I have received many letters asking when and where the device
could be obtained. I have not as yet approached the Victor or
Columbia Companies, believing that the invention would be of more
interest to the Edison Company.

Very respectfully,

Carl Panzner

F26

Any There have been in
the last 15 years many such
devices made & introduced

but they have all failed
commercially

We do not care to introduce
them

Medison:

The New York Edison
is still up in the air.

I have an appointment at
2:30 Thursday (tomorrow) with Louis Bimbel;
and with Hallett & Davis at 3:00 Friday.

We also have some cheap
pianos on the string but down in
no particulars having about them.

Had a long session with
Jerry Stern last Thursday. He came
down to 10 Fifth Ave. and the disc completely
knocked his eye out. He is a musician - or
at least he says so. He says the Edison
is 10000% better than the Victor. He said
that he would sign up there and there
if we wouldn't give it to any other department
store or dry goods store. What worries him
is that he doesn't want to do an installment
business - although he does an open account business.
He wanted to know if we couldn't let him
allow a cash discount, but I explained the objection
to that. I am trying to make him swallow the
idea of doing an installment business where necessary,
but most advertising department. He has an instrument
up in his office and his secretary telephoned out
to mine today that he was going to reach a

to offset the other department
store doing an installment business

decision this week. Told him last Thursday that we would give a series of lectures in his store and would pay the cost of engraved invitations to each of his charge customers; that we would let him and his customers decide among themselves whether the Diamond Disc is a thing he ought to have and that we wouldn't say a word or use a single selling argument if he then decided he didn't want it. If he attempts to turn us down this week we'll tackle him on the street again as he thought pretty well of that idea. He is an odd fellow - part of the time he's a gentleman and part of the time a regular "kike" - although mostly the former.

Morrell

21 Jan 14

Leeming & Nicolai - Note this

Mr. Edison, how could it be better -

^{Edison}
Regarding test of Oil Retention, with so little
on governor sleeve and plain iron parts,
assembled on a A200 disc changer, the
machine has been operated as to the
118 hours with occasional stops, without
any more oil being put on governor friction.
There is still sufficient oil in retention
to keep the disc lubricated, the oil looks
clean and the governor parts do not show
any signs of distress.

The playing regulation is good and has
not varied any since the machine was
first put on test.

The present speed is 83 R.P.M.

1/21/19

[Signature]

Mr. Edison:

As far as I can see the
earlier disc records - except for surface - should
be as saleable as the new ones. I think the
trouble is that dealers don't know what
to say about a record to sell it. In other
words they don't know how to "push the
stickers". I have asked Cummings to write
from 10 to 15 words of selling talk about
every disc record - the kind of talk a
salesman could use to interest a customer
in a record before the record is put on
the instrument. Cummings has already written
a few and it is good snappy stuff. He
seems to hope against the idea, exactly.

We will give this selling talk to
all disc dealers - as many copies as they need -
and then we will hammer them to be
salesmen and sell every number in
the catalogue.

Hardman, Peck & Co. say the
scheme is a good one and that their salesmen
don't know what to say about a record
in order to push its sale.

Maxwell

219 Jan 14

The only way I can see that he can
tell the master number A-B-C or D is through
some clairvoyant power or some power of
deciphering codes.
He is some Edgar Allan Poe or Conan Doyle.
Please let me know if we can't continue
numbering the foreign masters in the old
way.

Everies,

1-22-14

New Grand Hotel,
New York City,
Jan. 22, 1914.

Mr. W. H. Meadowcroft,
Orange, N. J.

Dear Sir:

Yours of the 21st is here, and will say I will be here in the city next week and would be very much pleased to go over to your laboratory, and to have a few words with Mr. Edison. Monday or Tuesday would be more likely to find me with time at my disposal than later on.

Very respectfully yours,

A handwritten signature in cursive script, appearing to read "C. J. Jones". The signature is written in dark ink and is positioned to the right of the typed name "Very respectfully yours,".

Mr. Edison:

The foreign masters have always been numbered in the regular series as they arrived at the factory in lots of 10 or 20 or more.

There are about 25 lots - 109 to 458 inclusive, 478 to 661 inclusive, 701 to 995 inclusive are foreign.

All numbers between 458 and 478, and all numbers between 661 and 701 were recorded in New York. There has been no separate series of numbers and no need for any.

When I assigned numbers to the 26 new selections just received from Europe, Mr. Walter Miller told me that his last number was 2745 and to start with 2746 and number them consecutively to 2771 and he would start again with 2772.

All of the masters will be in one series of numbers - assigned by Mr. Miller. There will be no gaps, and each master is accounted for in a book for the purpose which is kept in the vault. If the master is lost or destroyed the record ^{of it} cannot be removed from ~~the book in the vault~~ its place in the book, but it would be an easy matter to remove a card from a card file.

All of the old masters will soon be plated and the active list will be very small.

While the serial numbers of the foreign masters are not put on in Europe, each can contain an information slip under the record. (see slips attached)

Each slip gives the selection, talent, date and a letter designating which particular master it is of this selection. This connects it with the notes made at the time of recording. Mr. Grimes prefers to ignore these letters and call them all A tho it is the only mark to distinguish it from the other master of the same selection.

When I was copper plating the gold plated masters, I plated 47 foreign masters all marked A. In several cases there were two of the same selection and both were marked A. 21 of the 46 should have been marked B or C. In each case I put a memo on the card to the effect that it was marked wrong. I have explained it to Grimes. ad nauseam

In some cases they apparently make three or four records, and discard one or two themselves for some reason. In such cases the letters on the two ^{masters} ~~records~~ we receive may be B & C or A & A etc.

Now, since I am numbering the records myself, I put the proper letters on them and there will be no further confusion.

When I leave this master job there will be no divided responsibilities, and it will be an easy matter to trace and remedy a defect. I am not going to suggest any radical changes or any cumbersome system, or anything that is not plain business or unnecessary, and I know you will support me.

I have had no clash or quarrel with Crimer and shall avoid anything of the kind. I know that he is jealous about my doing this master work, and has been so: for some time, tho I have carefully avoided treading on his toes.

Moore and I have always been obstructed, in every indirect way possible, in our efforts to improve the processes in his department. I am always willing to help anyone for the good of the establishment and they are welcome to any credit they can get out of it, but he opposes what he knows to be an improvement for no other reason than that it does not originate with him.

This matter he brings up amounts to nothing. If you tell him that you are holding me responsible for numbering the master records, and that you have no time to bother with it, it will probably not come up again.

Very Respectfully,
W.W. Dimwiddie

Jan 23, 14

In the last line on the information slip the word "code" was put there to fill a space that should have been left vacant, but the artistic style of the man who made out the slip suggested that something should be in that space.

He thought the word "code" looked good, and sounded like it might come from the foreign department; and forgetting that this slip was a business matter and and likely to fall into the hands of some stone-headed Hibernian with no crossfibres in the few convolutions of his brain, he put down the word "Code" in a spirit of fun.

All of this is perfectly simple to the mind trained in observation and inductive reasoning.

Conan Doyle Pinewidder

1923-14

Leonberg & Nicolai—

How about this—

Mr. Edison:

Edison

Your six oil retainers or disc, Hengst. General, A-150 to C-250, can also

be used on the new model B-60 and A. 80 motor by making a slight

change the head adjusting lever fastening, moving the hole in which the fork pivots $\frac{5}{16}$ " forward.

Otherwise all parts, such as Gram Disc with retainers and screw, collar, shaft with roller and pin, wing prints with cones slightly rounded same as A-250 model, can be used.

Model is ready for your inspection.

1/23/14

Al Nicolai

C. B. HAYNES & CO.
EDISON PHONOGRAPHS
121 W. BROAD ST.
RICHMOND, VA.

Jan. 28th, 1914.

Mr. Thomas A. Edison,
Orange, N. J.

MEADOW CROFT.

Dear Sir,-

I will arrive in Orange Monday morning together with Father Hanigan, who is quite a noted Priest of this City, and who is an enthusiastic Phonograph man. He has bought both Disc and Cylinder of your machines and is talking of getting a Kinetoscope for his orphan schools. He has been a great help to us here, and is very desirous of meeting you, and I hope it will be convenient for you to give him a little of your valuable time on Monday.

Thanking you, I am,

Yours very truly,

C. B. Haynes

CEH/S

Northants. Talking Machine Society.



Hon. Sec.

R. P. WYKES

President W. DENVILLE SIMONS, Esq.
(Of Messrs. Thom. A. Edison, Ltd., London)

Vice-Presidents Messrs. S. J. ROBINSON, A. N. GRAY,
CHAS. W. HOWELL, R. P. WYKES

Hon. Members Messrs. A. V. BURNETT & J. TYLER

Chairman Mr. A. E. CURTIS

Vice-Chairman Mr. W. J. WILLS

Committee Messrs. D. BOOR, F. BURTON, E. CUMBERPATCH,
W. NORTON, J. POWELL, W. F. WHITE
& P. J. STONEMAN
J. L. S. HALL
Miss M. JOHNSON
Mr. G. R. W. WILES

Treasurer
Operator
Hon. Correspondent

C9
MEADOW CROFT.
Headquarters

Note about Patronage
say OFF 25th Man. 1914
from the British Isles
announcing
England

2

Thomas A. Edison Esq
Orange,
NEW JERSEY, U. S. A.

Dear Mr Edison,

Doubtless you have heard of the above Society, also have read the reports of our doings in the Trade Papers. As now taking the liberty of writing on behalf of the Members, to ask if you would do us the great honour of becoming our Patron, in which case, we should esteem it a great privilege. This being the third year of our existence, we happy to say, we are making rapid progress in the right direction, having many enthusiastic "Edison" users, and thanks to your late Sales Manager, Mr F. Denville Simons, of the London Branch, who has kindly acted as President all along, - also Mr Paul E. Cromelin, your late Managing Director, much valuable assistance has been obtained from these two excellent gentlemen.

On Monday next, (Feb 2nd) our great "Annual EDISON Machine Contest" will be held, in competition with the Gramophones for the "Silver Cup", - when your "Concerts", "Standards" & "Favourites" are to be entered, and the Competitors are anxiously awaiting results.

Full report will appear later.

(2)

I myself, have been a great enthusiastic Edison Dealer, for the past nine years, and have experienced good results.

Only the latter end of last year, I was successful in selling an "Abercrombie" I. (40 Guinea) also two "Concerts" all of which have given every satisfaction, and trust that I may always be a loyal supporter of such a well-known, and excellent Firm.

Hoping that you will honour us by accepting the position as Patron, as it would greatly add to the enthusiasm and zest of our Edison supporters, and to assist in keeping the Edison Flag flying here in Northampton.

With every kind respectful wish for your future wellfare, for happiness and prosperity to your family,

I beg to remain, Dear Sir,

Yours very truly,

RP/H/Kes

Mr. Meadowcroft-

- 1- Song- I used to think an awful lot of you"
N. G. sung by Miss Dunwoody- 1/28/14-
- 2- Song- Dear little forget-me-not-"
N. G. sung by Miss Dunwoody- 1/28/14-
- 3- Song- "A National Call"
N. G. sung by Miss Dunwoody- 1/28/14-
- 4- Song- "Will you love me then as now"
N. G. sung by Miss Dunwoody- 1/28/14-
- 5- Watching and Waiting"
N. G. sung by Miss Dunwoody- 1/28/14
- 6- Dreams of Dreamland-
N. G. sung by Miss Dunwoody- 1/28/14-
- 7- The Titanic- N. G. sung by Miss Dunwoody- 1/28/14-
- 8- Little Thirty One
GOOD- sung by Miss Dunwoody- 1/28/14-
- 9- The Hymn of the West Virginians
PAIR- sung by Miss. Dunwoody- 1/28/14-
- 10- Little Sweetheart I'm so lonely
PAIR TO GOOD- sung by Miss Dunwoody 1/28/14-
- 11- In the Shadows- PASSED for disc- played by Bing- 1/28/14-
- 12- I hear you calling me- Passed for disc- Sung by Hayes- 1/28/14
- 13- Gregorian Music (see letter) heard on Victor records
letter to Mr. Meadowcroft-
- 14- "In a clock store" passed for disc- heard Victor record
(see Hayes file)

Hayes- 1/29/14-

Walter Miller

I want to call your attention
to what Helmholtz says

♪ Sustained tones are preferable
as an accompaniment because
the singer himself can immediately
hear the beats between the
instrument & the voice when he
alters the pitch slightly. Draw his
attention to these beats & he will then
have a means of checking
himself in the most decisive manner.
This is very easy on a justly
-intoned harmonium as I know
from experience. It is only when
the singer has learned to hear every
slight deviation from correctness
announced by a striking incident,
that it becomes possible for

him to regulate the motion of his Larynx, and the tension of his vocal Chords with sufficient delicacy to produce the tone which his ear desires.

When we require a delicate use of the muscles of any part of the human body, as in this case of the Larynx, there must be some sure means of ascertaining if success has been attained.

Now the presence or absence of beats gives such a means of detecting success or failure when a voice is accompanied by Sustained Tones in just intonation, but tempered chords which produce beats of their own are necessarily quite unsuited for such a purpose //

This is what Helmholz says
 I told you that before but
 nothing came from it;

If I remember right Vassy
 had some sort of an organ
 in his orchestra,

There is a Reason

Horns & trumpets have
 just intonation naturally

Violins can play in
 just intonation without any
 difficulty

4

This is
unheard intonation
2 1/2 Octaves only

Helmholz says

" With the Enharmonic Organ

Singers find that it is easier
to sing to the accompaniment
of this organ & also that they
~~don't~~ do not hear the unharmonic
while they are singing because
it is in perfect harmony
with their voices & makes no
beats "

What he means is that the
singer sings to the perfect pitch of
the organ & he must hear that
don't, they hear the beats which
are double in volume & they
instinctly correct their voices
get into pitch —

Suppose you get Catalogue
of organs, ~~the~~ large & small
from different makers -
they can be tuned for just intonation

Just intonation is the natural
system, our present tempered
system was started a century
ago & started wrong, because
it was more convenient for
players on the piano -

He says Brass instruments naturally
play in just intonation & that they
can only play in our tempered
system now used by being
blown out of tune. The wood
instruments could have their tones
slightly changed to bring them
to just intonation -

he says that when at a public
 performance the best the results
 are particularly beautiful
 its because they unconsciously
 introduced the just intoned
 system with many professional
 volunt use it —

Hemholz knows his biz



Thomas A. Edison, Inc.
Orange, N. J., U. S. A.

Edison Phonographs and Records. Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Home Kinetoscopes and Motion Picture Films
Edison Dictating Machines. Edison Kinetophones
Edison A.C. Rectifiers and Edison House Lighting Controllers

5 January 1917

THOMAS A. EDISON, PRESIDENT
C. H. WILSON, VICE PRESIDENT AND GENERAL MANAGER
WILLIAM MAXWELL, SECOND VICE PRESIDENT
E. J. BERGOREN, SECRETARY AND TREASURER
LONDON, BERLIN, PARIS, SYDNEY, BUENOS AIRES.
CABLE ADDRESS "ZYMOTIC, NEW YORK"

Dear Sir:

Mr. G. W. Hallowell has been appointed Manager of the Traveling Force in the Phonograph Sales Department, and I request your hearty co-operation with him.

Mr. Hallowell has spent the past two months here familiarizing himself with our business. He is not an old phonograph man, and will be able to approach our selling problems with an entirely fresh point of view. He will have our entire organization behind him and I am sure that we can count on your hearty support.

With best wishes for the New Year, I am

Yours very truly,

Edison
Vice Pres. & Gen. Mgr.

OVIDE MUSIN
51 WEST 70TH STREET
NEW YORK

Monday Feb. 2nd. 1914

Wm. E. Meadmore Esq.
Dear Sir,

H9

I have told my husband
of having written to Mr. Edison, and showed him
your letter of Jan. 28th. He will be very pleased
to meet Mr. Edison and play for him at the
Laboratory in Orange. Would it be possible to
arrange the appointment for a Sunday? or
next Saturday afternoon? or if you will
kindly let the time, he's suited to Mr. Edison, Mr. Musin
can arrange to put his lessons at another time, in order
to keep the appointment. Respectfully,
Ovide Musin -

OFFICE--FEBRUARY 3-1914.

MR. WILSON:

Would respectfully advise that the Recital arranged for at Newark on Monday Evening, February 2nd, was wholly successful, we having an attendance of approximately 550, the capacity of the hall being a little over 800. The quality of the audience was all that could be desired, and there were about fifty persons who remained after the Recital, and crowded around the Instrument on the stage, asking numerous questions, and requesting that we play more Records, which we did until about ten thirty, or a half hour after the Recital was finished.

There were representatives from Bamberger's, Hahne's, and the Lauter Company, together with several small local dealers, present.

I feel quite certain that we can obtain some retail representation, which will in a measure be brought about by the Recital in question.

Attached hereto are cards of invitation, and copies of the program.

There are one or two matters regarding the Newark situation which I would like to discuss with you as soon as you afford me an opportunity.

F. K. 
Wilson

Copies to Messrs. Wilson, Maxwell,
McGhesney and Ireton.

Mr. Edison *W. A. HOW CROFT*

February 4, 1914

You will receive at almost any time, from Joseph Dutton, Hawaii, a holiday souvenir of some kind. Joseph Dutton, who is perhaps better known as Brother Dutton, was I think formerly a telegrapher at Memphis, Tenn., and I believe that he wrote you personally some years ago. The correspondence was turned over to this department and we have since kept in touch with him. Brother Dutton is in charge of the leper settlement at Molokai, having devoted his life to that work. On two or three occasions we have sent him records for an Edison Phonograph that he has.

If, upon the receipt of a souvenir from Brother Dutton, you could find it possible to write him even a few words in your own handwriting I feel that he would be greatly pleased. Possibly you knew him in your days as a telegrapher.

L. C. McChesney.

LCM:AMZ

LC



TOWN & COUNTRY

THE STUYVESANT COMPANY
389 FIFTH AVENUE, NEW YORK

FRANKLIN COE
PUBLISHER

H. J. WHIGHAM
EDITOR

File
Feb. 4, 1914.

Mr. Clarence B. Hayes,
Edison Laboratory,
Orange, N.J.

Dear Mr. Hayes:-

Miss Flecher made three records this morning, one on the disc and two on the cylinder. The one trial that she made on the disc before she made the master record gave her only a slight idea of how the record could be perfected by stepping back the proper distance at the right time. However, I am sure this one is fine enough to show you the quality of her voice and what she can do after she is familiar with the machine. The same thing holds good with the cylinder records. The operator did not know the French songs so that twice she stepped back when she had pianissimo notes and once stood right where she was when she had the highest note in the piece, so that too great a contrast was made.

I believe I told you that Miss Flecher has a repertoire of about six hundred songs and of course could sing on call almost any thing that you would want. It seems to me she would make a good addition to your regular staff of artists and I hope Mr. Edison and Mr. Masadowcroft will think the same.

Sincerely yours,

J. Livingston

MEADOW CROFT.

JAMES M. EDISON
"HOLLYWOOD"
EDISON BROS. CO., N.Y.

ask if he refers to the
Cylinders records or not
Disc if he hasn't heard Disc
he better do so, The reason

A9
Mr Edison-

My Dear Sir -

Why is it you are putting
such very - very poor records on
the market - silly historical
stuff that is disgusting instead
of entertaining - the past ten or
eleven years I have bought over
twelve hundred, including the
two minute records - but in the past
year I have noticed the standard of
quality has been gradually on the wane -
there are a number of your good records
gone, and the few good ones you have
left have nothing to work with. Your
very list is the limit. I have tried every
one of them - and I would not take the
whole lot as a gift -

Yours for better luck

Feb 6-14 J.M. Embree

Mr. Edison:

YES

This refers to the
violinist who, his wife claims,
interprets the masters according
to tradition.

Will you hear him
next Saturday afternoon?

Meadowcroft

Feb 7/14

Slack

February 10th, 1914.

Mr. C. H. Wilson:

Referring to your memorandum of January 23rd to Mr. Edison, re. Mrs. Ilsen's work, would respectfully advise, as you already know, she was engaged for the express purpose of taking up work in connection with recitals at women's clubs and other organizations of similar character throughout the country, and there was a distinct understanding that there was to be no commercialism connected with her particular work; in fact this phase of the matter was very carefully discussed before she was placed in the field.

Before she goes to any one of the cities she has been visiting, we have endeavored to correspond direct from this Office with the women's clubs in an endeavor to secure likely prospects which she follows up and eventually gives recitals from which she obtains entree into other circles, and I have been insistent that jobbers located in the cities where Mrs. Ilsen has visited refrain from doing anything at all which would interfere with her work with the women's clubs, by permitting anything that might be considered in the nature of advertising, for just so soon as we tie up the commercial end with this feature of Mrs. Ilsen's operations, just so soon will that particular work have to be discontinued.

This is also true with Mr. Morgan, because in all of his correspondence with churches and other organizations he makes clear there is no commercial side to the recitals he is giving.

There is no reason if you so desire to entirely change the character of this work, but in my opinion the moment you do it will practically make it impossible to carry out the original idea in its entirety.

Before doing anything at all in connection with this matter I would like to receive your instructions regarding it.

E. A. Dolbear

c/c to Mr. Edison.

P17

MEMORANDUM.

No.

In any further correspondence on
this subject please quote above
number or initials.

Thos A Edison Esq
Orange N.J.
U.S.A

Special Delivery Dept
Gen Post Office
Toronto, Can Feb 10 1914

(Dear Sir,
Many thank for sending Record of the
"Seathless Man". Your Blue Ambrosial Records are in my
opinion far Superior to either the Victor & Columbia
& I intend in future to buy no other. If I might
offer a suggestion I would like to see Selections from
Gilbert & Sullivan's Mikado added to your catalogue
also Mendelssohn's Wedding March & Chopin's Funeral
March & Handel's Dead March from Saul I am sure
they would sell well, again thanking you

I remain

(Dear Sir

Yours obedtly

Henry D. Richmond

MEADOW CROFT.

Say we have Chopin's f march on
Disc - He can go to Williams & Co
Piano House in Toronto & hear it -
The Disc is somewhat better than Cylinders
but is more expensive - we are getting
ready to put a lot of light Opera songs on



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices: 229 So. Wabash Ave.



Chicago February 10, 1914.

Mr. W. H. Meadowcroft

Thos. A. Edison, Inc.

Orange, N. J.

Dear Sir:-

I was very glad to receive your kind letter, and much elated over the fact that Mr. Edison took such interest in my criticisms.

On the whole you seem to agree with me, except that you leave yourself open for a splendid argument when you state that a singer is not always in good voice. This is a well known fact, and should always be taken into consideration. Records made on such occasions are not fair to the singer nor to the instrument.

There is no use making several records when you hear that the singer has not sufficient control over certain spots. They should be made to smooth them up. I know that this is not as easy as it sounds as I have been a singer myself and have associated with musicians almost exclusively for the past nine years. You will not have much trouble however, when the singers realize how mercilessly faithful our instrument is. Even now 'Bori' 'Bonci', Cieneros and others are improving. From the reports I have had of Mrs. Evans visit to Orange, I judge that Mr. Edison is a very able critic.

When I say "our instrument" I wish to convey to you just what my attitude is. The criticisms I sent to Mr. Miller were not intended to be vindictive, but were made with a sincere determination not to leave anything undone that would help to put the "Edison" on top. The records I spoke of as faulty in the \$2000 series, and stated that it was not the fault of the singers, are mostly rough; but well sung. The surface is so bad that we can't dispose of them although people are clamoring for perfect records of the same selections, especially Martineali's and Sylva's.

We should also have some of Brahms's, Schubert's, Schumanns, Griegs, Mozarts and Geneens' Lieder. Christine Miller has several of the Brahms numbers as well as desirable excerpts from Oratorio's in her repertoire, which, I am sure, would be very acceptable.

Bonci, who has been singing in Italy, has been very successful in his presentation of

MEADOWCROFT.

free

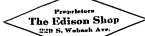


The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 228 So. Wabash Ave.

Chicago



(2)

'Un Ballo En Maschero'. This has been one of the most popular operas ~~and~~ during the past two seasons, both here and abroad, and we are having a good many requests for selections from this opera. Mr. Edison, is certainly on the right track when he gives us such things as De Puis Le Jour. We need selections from the ~~new~~ later french operas, also more coloratura numbers, not Ellen Beach Yaws, however.

Cant we get now records of the "Sweetest Story Ever Told" "Maddinaba" "Ben Bolt" "A Dream" "The Rosary" "Oh Promise Me" and the "Ave Maria"? These are so popular and the records we have of them are impossible. The fault is entirely with the singers. In some instances the voice is not good enough and in others the interpretation is bad.

Please do not take these criticisms amiss. We are all staunch champions and are proud of every word of praise we can get for the Edison Phonograph. The musicians here are all very enthusiastic about the instrument but are very severe in their criticisms of the records.

Now for a word of praise. The record of 'Selections from Pagliacci and the Bohemian Girl Overture (50131)' is splendid. Let us have 'Mignon', 'La Boheme', 'Faust', 'Martha', 'Lohengrin' and the rest of the standard operas the same way.

It is hard to make intelligent criticisms when you dont know anything about the process of recording or of the manufacture of records. I hope to see that part of it too some day. In the meantime please forgive me when I seemingly overlook the hardships you have to contend with in trying to put out a perfect product.

With best wishes for success, I remain

Very sincerely

Edwin L. Esson
Concert Director.

Write
4/11/14

P 1914 Show:

Walter Miller
How about Edythe Walker

Delma King -

Is Talvaggiini tied up for
how long -

Harry Vanden - I understand
Dolbeer saw him & he will
see us in NY & probably
sing for Disc

When do we get a record
with that Big Orchestra
effect you showed on
Exhibit record

2

Be sure write Tosi to always
Keep her phone at 80 +
not depend too much on
the Regulator

Kissel, Kinnicutt & Co.

MEADOW CROFT. New York Chicago
Cable Kink New York
CROFT 1120

MEADOW CROFT

MEADOWS
Kos. A. Edison

MEADOW CRO

FT
2
ROFT
H 20
Edison

In some records, also, there occurs a grinding sound more pronounced in some than in others. I suppose this sound comes from the friction of the Diamond point on the hard record surface. This sound is almost as pronounced as that produced by the needle on the Victrola machine. I am mentioning these matters in the hope that a remedy may be found as in all other respects your machine, to my mind, is so far superior to the Victrola or Columbia that

Hissel, Hinnicutt & Co.

New York, Chicago

Callie's Station, New York

The Hookery
Chicago

it is a pity it can not be relieved of these
flaws. We enjoy our machine so much that
I trust a remedy may be found for these matters
to the end that your machine may be as near
perfect as it is possible to make it.

These defects appear to be in the records only.
I append a list of the records I hear with notation
on each.

No. 82025 very slight angle
" 82054 " "
" 82096 snags badly both sides
" 82161 " slightly (not bad)
" 82095 " very slightly
" 82066 " "
" 82121 " slightly
" 82099 " "
" 82007 " decidedly
" 82113 " decidedly
" 82072 " slightly

No. 83003 snags slightly
" 82128 " badly both sides
" 82111 " slightly
" 82075 " decidedly
" 82117 " "
" 82097 " badly
" 82067 " slightly
" 82043 " badly
" 82108 " slightly
" 82075 " very badly both sides
" 82076 " slightly

I trust you will receive this letter in the spirit which
prompted it, which is not one of fault finding, but only to call
attention to and remedy if possible the defects of an otherwise
perfect pleasure giving instrument.

Very truly
Wm. H. Hinnicutt
3647 Erie Ave.
Chicago



AMERICAN PLAN
OPEN ALL THE YEAR

MEADOWCROFT
HIGHLAND PARK, ILL.

Day that Mrs. Shaw is sent out
Mr. Eds. shows the new invention
at Mr. Eds. as he is
everyone that everybody
shows what he has
attained to

the man
and how
Edison does not want
his factory just for
money. He is
determined to make
new inventions
as Mrs. Shaw
tells me of
it seems to be money
not to be

wonderful, but
as a club woman,
it is necessary that
I should not
misunderstand in
any way.

I happen to know
that Mr. Gray of
the business of the
Hotel refused them
the liberty of that
hotel, saying he
could only look
at her from
from a commercial
standpoint and
that she was



AMERICAN PLAN
OPEN ALL THE YEAR

HIGHLAND PARK, ILLINOIS

probably an advanced
agent for the
American Plan.

I can only say
Mrs. Olsen is a most
charming person to
meet. In the evening
after dinner the guests
flock in the parlor
to hear some wonderful
instrument.

Mrs. Olsen seems

to be granted, even
privately (this Hotel
which of course is for
any person to the life-size
of each in every way.

But like Mr. G.
if commercialism is
in any way connected
with N. Y. & Co.
work it could not
be brought into
the club.

Very sincerely
Wm. P. G. Bennett.

OTTO P. ANDERS

200 NORTH 65th STREET

BELL TELEPHONE
HILFMOOT 5050-X

PHILADELPHIA, Feb. the 17th, 1914

Mr Thomas A. Edison Es.

Dear Sir.

Mr Earl Waldo Marshall or as he is known in the Opera world as Si. Carlo Marziali made some records in your recording department last Dec. We have not heard about them so far. Will you kindly advise me if such records are for sale as there is at least 50 parties here in Philadelphia waiting for them to come out.

Hoping to hear from you resp
yours

Otto P. Anders.

*Mr Hayes
How do these
stand?*

Wingfield's account

1258

Mr Meadows.

*This man was a freak - He sang the
Cicloger from Pagliacci in Baritone voice
and the tenor solo from Pagliacci in
tenor voice.*

Mr E says - (on)

L.G. as baritone - Bull baritone
Awful wares and tremors as tenor
not good for us -

Mr. Edison
This is from the
clapper little French
newspaper man who visited
me about a year ago
Meadowcroft

Brooklyn, February 18, 1914

~~MEADOWCROFT~~
W
Mr. Meadowcroft
Private Secretary to
Mr. Th. A. Edison
Orange N. J.

2/19/14

My dear Mr. Meadowcroft,

R¹²⁰

I have just returned from
Japan where I enjoyed myself very much.
While there, I studied the different trades,
commerce and industries as well as the psychology
and needs of the Japanese. I found that if a
perfected phonograph like the latest one of Mr.
Edison is properly introduced it will be a great
success. So, I drew a plan which I would like
to submit to you and Mr. Edison and if ap-
proved, I shall be pleased to put it into execution
on my return to Japan in a couple of months.

Of
course
not?
mine

I had a splendid trip; I met the King of Italy, the Khedive of Egypt, the Sultan of Johore, the Emperor of Japan and many other Monarchs, and since I am in the U. S. for a short time, I would like to meet Senator Root and Senator O'Gorman of New-York State who are now in Washington D. C. where I intend to go on business. Will you kindly pray Mr. Edison from my part to write me a line of introduction to each of these gentlemen?

I do not know any one so well placed as you are to request this favor from Mr. Edison and I am sure that it will be granted to you.

Thanking you both very much in advance,
believe me,

Ever sincerely yours.

J. de St. Chamus

6 Poplar St: Brooklyn, N. Y.

P. S. I have not yet put into execution my plan about a Japanese lady, as I told you, but I will bear in mind your desire, and shall not fail to address you a photo as soon as the thing is accomplished.

J. de St. C.



THE NATIONAL MAGAZINE February 19th,
BOSTON, MASS. 1 9 1 4
EDITED BY JOE MITCHELL CHAPPLE.

Mr. Thomas A. Edison,
West Orange, New Jersey.

My dear Mr. Edison:--

I did want to get down and see
you on your 67th birthday concerning my sketch for the
readers of the NATIONAL.

Hope you are receiving the
magazine regularly and that you have had time to look
over the copy of "HEART SONGS" I sent you, containing
the selections of over 25,000 people. This is the
kind of music people like to hear now and then on the
Edison phonograph.

With cordial best wishes, believe me,

Yours sincerely,

Joe Mitchell Chapple
MEADW OROFT.

jmc-u

I have 5 Copies of your
heart songs book. have had
every body sing & put on new
disc. Please & large number
Heart songs is a great book
2

CHARLES P. ADAMS
President and Manager
PAUL A. LOWEVELL
V.P. and Man's Editor
GUY D. ADAMS
Secretary and Treasurer



TWENTY-FIRST YEAR
SUBSCRIPTION PRICE
\$1.50 A YEAR
PUBLISHED EVERY
SATURDAY

THOROUGHLY COVERS THE GENERAL MERCHANDISE AND GROCERY TRADE
OF KANSAS AND OKLAHOMA

Topeka, Kansas, February 23, 1914

Thomas A. Edison

Orange, N.J.

Dear sir--After trying in various ways to obtain definite information about one of your enterprises, operating under the name of Thomas A. Edison, Inc., and meeting with evasive answers, I am addressing this letter to Mr. Edison personally, in the hope that it may reach someone who can give the desired information.

Your disc phonograph, Mr. Edison, is the most perfect machine ever put on the market for the reproduction of sound, but why can we not get more disc records for use in this machine?

Our local dealer assures his customers that no records are available. He is always "expecting a shipment next week." We, his customers want to buy records. He is the only agent in town. He seems to be groping in the dark--and so are we.

One of my acquaintances wrote to the Thomas A. Edison corporation and asked why the local firm has no records (new records). The reply was evasive and unsatisfactory, vaguely promising new records soon.

Simply as a matter of pride in the splendid achievements of your life, Mr. Edison, it is worth a little of my time to write and ask you not to allow this wonderful invention of yours to be strangled by shortage of records. Your machine deserves the best and biggest collection of records the world can furnish. It deserves these not merely from a business standpoint, but as a matter of historical importance.

If there is some logical reason why we, your customers, should wait, we will wait as patiently as possible, because we prefer Edison records. I know that great artists may be unavailable at present, but there are such vast numbers of important records which you could be preparing and presenting while waiting the time when these artists could be secured that there seems no ground for delay on that score. In fact, the great bulk of record sales are probably those made by minor artists.

Where is the trouble? Is it in the management of the musical laboratory, the manufacturing plant, or the distribution system?

What is going to be the result of present conditions? I can tell you what it is with many people in this locality. They are growing tired of waiting for Edison records, and are purchasing one of the Victor reproducers, and stocking up on the inferior Victor records.

Personally, I dislike to do this. Is there a light ahead?

Yours respectfully,



[ATTACHMENT/ENCLOSURE]

Recall

Answer something
likewise

The reason we are short of records is due to the great difficulty in manufacturing them. We had trouble with our chemical processes also with dirt floating in the air making surfaces so pretty rough. Breaking in New help, delays in getting machinery & Everything else that ~~was~~ ~~the~~ pioneering a new thing brings about. Within the last two weeks we have increased the Capacity 25% & this will go on rapidly. As to Artist of reputation we have a great number, but no matter how great their reputation we only ~~cannot~~ try to secure those who have really good voices. The demand is not in that line however Every one wants Dance tunes —

MORRISON, PLUMMER & COMPANY

WHOLESALE DRUGGISTS

310-314 WEST WASHINGTON STREET,

CHICAGO

JAMES W. MORRISON, President,
W. C. BURST, V.P., Vice President,
Wm. A. WATERS, Book Treas.

February 25th, 1914.

Mr. Thos. A. Edison,
Menlo Park,
New Jersey.

Friend T.A.:-

A few days ago Mr. Barnes called on the writer and showed him a letter from you regarding your birthday, which as I understand was on the 12th of the month. The writer certainly was glad to see your signature. Knowing that your memory is good, you will perhaps remember the writer in connection with Ed. Johnson. He and I took the first heavy East Iron talking machine that you made on the road, I think in early 78 or the latter part of 77. You, then had a little office in New York City, think it was Church Street or W. Broadway. After the new Company was formed, the writer with an Irishman, by the name of McMahon, secured through Mr. James Radpath, the Boston Territory, bought a machine and the writer exhibited it to several hundred thousand people in Boston.

My partner being a shrewd Irishman, sold our interest to the Old South Church, but he kept the check of \$500.00, and the writer never saw any of it, but stayed with the Old South Church for quite a while - then bought a new machine and brought it West, sold it in Indiana. In 1887 the writer was in Boston, went into the Old South Church and purchased the original machine as a relic, and a few weeks ago presented it to the Armour Institute of Chicago, who promised to give it a prominent place in their school.

The writer knows from newspaper reports that you have been very successful bringing out new inventions, the last one he has seen is the Edison Phonograph, which produces music without any interference. It certainly is a grand machine.

The writer would be glad to hear from you when you have a few minutes only to spare to write. He would also be pleased to know what has become of Ed. Johnson. Understand that he became wealthy. The writer has been picking along on a small salary for 35 years here in Chicago. He being about six months older than yourself, his birthday being on the 1st of September.

Wishing you a long life and more prosperity,

I am

Respectfully,

Thomas C. Ballard

025
Feb 25
I say in separate paragraph:
Edward H. Johnson is alive on deck & we believe is interested in electrical enterprises. His address is 20 N.Y. City.

Mr. Edison I wrote you were in Florida & asked this
McIntosh

[ATTACHMENT/ENCLOSURE]



James Earl
Tom Ballard
1846 — 1914

[ATTACHMENT/ENCLOSURE]

MORRISON, KUMMER & CO.,

SIOUX FALLS, S. D.

If my memory serves
me right I gave you
a hat like mine
in Feb. 1905

Sam Ballard

Medison

3/9/4

I am

I found our record in
English Release that
was absolutely vulgar.
"I can't keep still tonight".

So I sent it down to
Wilson with a memo
suggesting that he
can it as objectionable
and lewd.

It seems funny such
a record can get by our
committee.

Equivalent to putting out
a motion picture of
intimacy of a Tommy
joint.

Hutch



Palm Beach, Fla. March 8th 1914.
(BY THE SEA)

Mr. W. H. Meadmont.

My dear Mr. Meadmont:

I am sending you a list of the very best dances that are being played here, and those that every body is most enthusiastic about, and as I find none of them on the latest supplementary catalogue of disc records I hope you will use your utmost influence to have them put on disc records for dancing. I know the great majority of people who love phonographs will want these pieces, and it worries me to find they are not on the list. I am in the midst of the best average representation now of people in the U.S. down here, and they are the people who

can & will hear phonographs, and I know
that the most popular use for the phonograph
to-day is to furnish music for a person
who has gone mad about dancing, both
the young & the old, and if they can hear the
music they have been dancing to this winter
on the Edison phonograph, they will buy.

I am writing to Mrs. Edison by this same
mail & telling her I have sent you this list
and will ask her to urge Mr. Edison to have
these records made. Help me if you can.

Truly yours

- Harry W. Shuman.

[ATTACHMENT/ENCLOSURE]



Palm Beach, Fla. 191

Walters.

Unper d'Amour, Hesitationally. Silesu.
** Knight of Gladness in stock " Ancliffe.*
X Dreaming. " " Joyce.
Love Light " " Bloom.
Hesitation Premier Amour. ab Holzman.
The Druid's Prayer. F. 12. 1151C. 1151C. 1151C.
Sympathy only from the opera the First. 1151C. 1151C.
Set out and Set under Abrahams.
Pass the Pickler. Le Roy.
X Tres Moutarde. In stock. Macdon.
Flow along River Tennessee. Wells.

(over)

[ATTACHMENT/ENCLOSURE]

Castle Wack,

Lamorne.

Christine.

A Bunch of Roses

Chap.

Sailing down Chesapeake Bay. Rotoford.

The Maxixe.

Parisian Maxixe Denogo.

Nazareth.

o Brazilian Maxixe.

Costa.

The Maxixe particularly nice to the
most popular dance this summer.

Day Letter

March 9, 1914

Thomas A. Edison

Fort Myers, Florida.

^{who supplies our presses}
Shriver [^] writes from Breakers,

Palm Beach asking if we can have
discount on a two hundred and a one
hundred fifty disc machines that he
wants ~~to~~ ^{to} present to friends. Wants to
know before fifteenth. Your memorandum
for Hayes about records has been
delivered.

W. H. Meadowcroft

Sent by W.H.
to Mr

PORTLAND'S PREMIER HOTEL
AMERICAN PLAN ONLY.



JAMES CUNNINGHAM, Prop.
J. S. HARPER, Manager.

- 8078 - THE LAFAYETTE

8078 =

PORTLAND, MAINE.

March 12/14

My dear Mr. Macdonald,
Reached your kind letter
my sins' illness and I
had my nurse send
you a reply thanking
you for your kind offer
of help about Rice's friends.
Has the record from
the new world of Rubin-
stein's Melody in F. With re-
verse side Prosk's Humoresque
come out and if so is it
a good one? Please send
it to me if it is fine.
Also 801280 - William Tell Ope-
ture if that is good.
I send them for a birthday
remembrance for W. & Bessie.

would should be glad to have
them in time for the 21st
of March.

I hope both Mrs. Macdonald
and you have been
well this winter and
that I shall have the
pleasure of seeing you next
- or rather, the coming summer.
Mr. Burns with his daughter
all the while about the Cliff House
down to the water front.

Thanking you for helping
me about these records

I remain,

Yours sincerely

Adel F. Gardner.

Please send through your
agent Fred C. Smith
of 562 Congress St.

Portland
Maine

14-03-13

Mr. Edison;

100
Mr. Edison this
I wrote this
late yesterday, but found
some mistakes in figures
and kept it back 1/2
and investigate. Meadsworth
3/13/14

I received three envelopes
from you this morning, one containing
your list of records passed and
rejected, which I immediately turned
over to Hages.

Your memo for Moore in
regard to putting Dally in Hoffman's
Dept. was received and handed to
Moore. He was mighty glad to get
it and is putting it into effect at
once. Moore thinks the viscosity of
the varnish, if kept low and
constant will give better results all
through in printing, transferring and
reprinting. He is going to keep
track of it in three places, viz,
Chemical Room, Hoffman's Dept. and
Flowing Room. He is having Subr

make three special viscosity indicators
for this purpose.

You will be glad to learn
that the Transfers are going a
little better today. They were about
~~84~~⁸⁴% good yesterday. Moore says
he expects the percentage will
gradually come up as the Varnish
is kept steady in quality.

As to the memo. you sent
me about the reprints, Moore says
they have been shown on the
general report each day, but not
separately. He is, however, making
arrangements to show it separately
and later reports will give you
more light on the subject.

Moore says that lately,
while the Varnish has been running

so hard. the reprints have turned out very badly, and they have gotten only a very small percentage of OK's from reprints.

This, he hopes, will improve with the improvement in varnish.

You will see from report enclosed that we were almost back to 5000 delivered to stock yesterday. There may be a little fluctuation for a few days.

Moore says that the steam pressure has been very good since the last cold spell. But he has knocked on wood, for luck.

I hope you are well and having a royally good time.

W. H. Meadows

Dec 12/14

651.8-
1714-88-12



DEPARTMENT OF STATE
WASHINGTON

March 12, 1914.

*LM - Colles
not sent
sent - 105 to 440*

Mr. W. M. Miller, Recording Department,
Thomas A. Edison, Inc.,
79 Fifth Avenue,
New York City, N. Y.

My dear Mr. Miller:

I am in receipt of your favor of February 20th, in which you say that Mr. Edison is quite willing to give me a royalty of two and one-half (.025) cents per record on all records sold, less the number of records which might be returned as unsalable or for breakage. This is satisfactory and I shall proceed to prepare five records. I believe that you told me you would need about six minutes for each record and that you desired non-partisan themes.

I have one on The Ideal Republic which will, I think, come within your requirements. I enclose a copy for your opinion. I am not sure, but you may have this already. I will use Immortality for one; and another will be on The Bible's Challenge. Another will be on Mysteries, which will be a defense of religion. The fifth I am not yet decided about, but it will be taken from one of my lectures, probably the Price of A Soul. However, they will all be submitted to you in writing before we arrange for speaking them into the phonograph.

We have the new Graphanola at our house, arranged for through a local company, and are very much pleased with the case.

We

-2-

We have not yet had an opportunity to use it, but we have used one quite similar and know that it is all right. As this is a disc ^{machine} photograph, I wish you would send me your latest list of music which you have on the disc, and also let me know whether you will add to the number. We have not been able to find very many of the tunes we like on the discs - they are nearly all on the cylinders.

Very truly yours,

A handwritten signature in cursive script, appearing to read "W. F. Bryan". The signature is written in dark ink and is positioned to the right of the typed name.

Enclosure.

[ATTACHMENT/ENCLOSURE]

The Ideal Republic.

I can conceive of a national destiny surpassing the glories of the present and the past - a destiny which meets the responsibilities of to-day and measures up to the possibilities of the future. Behold a republic, resting securely upon the foundation stones quarried by revolutionary patriots from the mountain of eternal truth - a republic applying in practice and proclaiming to the world the self-evident propositions that all men are created equal; that they are endowed by their Creator with inalienable rights; that governments are instituted among men to secure these rights, and that governments derive their just powers from the consent of the governed. Behold a republic in which civil and religious liberty stimulate all to earnest endeavor and in which the law restrains every hand uplifted for a neighbor's injury - a republic in which every citizen is a sovereign, but in which no one cares or dares to wear a crown. Behold a republic standing erect while empires all around are bowed beneath the weight of their own armaments - a republic whose flag is loved while other flags are only feared. Behold a republic increasing in population, in wealth, in strength and in influence, solving the problems of civilization and hastening the coming of an universal brotherhood - a republic which shakes thrones and dissolves aristocracies by its silent example and gives light and inspiration to those who sit in darkness. Behold a republic gradually but surely becoming the supreme moral factor in the world's progress and the accepted arbiter of the world's disputes - a republic whose history, like the path of the just, "is as the shining light that shineth more and more unto the perfect day."

13/4 mins

NIAGARA, LOCKPORT AND ONTARIO POWER CO.
FRANCIS V. GREENE, PRESIDENT
MARINE BANK BUILDING
BUFFALO, N. Y.

Thomas A. Edison, Esq.,

"Glenmont" Llewellyn Park,
Orange, N. J.

Dear Mr. Edison:

I am writing to you about a matter which I hope

will appeal to you.

During the many years which I lived in New York, I was a member of Grace Church, on Broadway and tenth street, and I am still greatly interested in it, and always go there when I am in New York over Sunday.

The music there is exquisitely beautiful. It consists of an organ, a harp, and a choir of men and boys. During the offertory there is usually a solo by a boy twelve or thirteen years old. The boy soloist at present has such a ^{fine} voice, that he easily commands \$500 a night for singing in a concert, whenever the organist Mr. Helfenstein, allows him to sing.

The idea has occurred to me, to put this music on disks of the same grade of excellence as the duet of Caruso and Farrar in "Madam Butterfly", or Eames's "Ave Maria"; with the idea that these disks may be sold under control of the Board of Missions for use in the missionary work of the Episcopal Church in the far west, in China, in the Philippines and in South Africa - thus giving to the missionaries in these far distant lands, the opportunity of reproducing this beautiful music as a part of their church services.

In order that the music may be put on the disk

Day that we are so far
behind in our work
that we couldn't do it just
now (find name of acct
Buffalo dealer) & tell Greene
he should go & hear the
new Diamond Disc

March 16, 1914.

p4

Thomas A. Edison, Esq.,

#2

March 16, 1914.

exactly as it is heard in Grace Church, it will be necessary that the machine~~y~~ for collecting the music, and transferring it to the disk, should be brought to Grace Church. And in order that the disks shall not be improperly~~y~~ or irreverently used or tampered with in any way, it is essential that the manufacture and sale of the disks, should be under the control of the Board of Missions or Mr. Helfenstein, the director of music at Grace Church.

Will you kindly have some one of your assistants advise me whether it is feasible to bring the machine to Grace Church for collecting the music there, and advise me with whom I should consult in a business way, with reference to the terms under which the disks could be manufactured?

After hearing from you, I will, on the occasion of my next visit to New York in (April), confer with such person as you name.

Trusting that this matter will appeal to you personally,

I am,

Very sincerely yours,



FVG/JK

[ATTACHMENT/ENCLOSURE]

C. H. UTLEY, 557 MAIN ST., BUFFALO, NY.
SCHULER BROTHERS, 777 MAIN ST., BUFFALO.

PORTLAND'S PREMIER HOTEL
AMERICAN PLAN ONLY.

80078

JAMES SMITHSONIAN
J. S. MAHER, Manager

Mr. Hayes

THE LAFAYETTE

PORTLAND, MAINE.

B²⁸

March 18/14

My dear Mr. Macdonald:

Your favor of 17th
just recd. Thank you
very much for sending
the "William Tell". The
"Nobody in F." is a standing
order and will you
please send it as soon
as it comes out.

If you have an especially
beautiful word issued, could
you have me in mind
and let me know about
it. My friends are so

enthusiastic about their
machine - am so anxious
to hear it.

Thank you for your good
wishes. Want much better
although flat on my back,
but I am getting fatter.

With best wishes to both
you, M. and yourself -

Yours sincerely
Miss Ada F. Gardiner.
Gardiner

80125

RECEIVED
MAR 30 1914
ANS.
C. H. WILSON.

Dear Sir:

I have not applied for a patent, but merely had a preliminary search made on this scheme, which I submit you, knowing if it has a monetary value you will consider it.

Aside from the advertising agent, the idea is a distinct improvement in placing titles on disc records, particularly on the Edmundo disc. My idea is to have the titles of the disc edges imprinted in the grooves at the same time it is made, later being filled with white ink to facilitate easy reading. These titles are to be placed, alternated and repeated, until they take up the entire circumference of each disc, the two titles of records on each side being printed one way, the other titles the opposite way. A large pile of records are viewed, regardless of how they may be placed, so long as in a pile or the edges projection from a cabinet, or holder, the names are easily accessible, allowing to take each record up to ascertain its contents.

Looking into the family, you, or those possessors of the records a great deal, there is a tendency to make the records, especially if there are 50 or 60 or more. Again, assuming the owner possesses a cabinet wherein they are tabulated, etc., the common trait of the owner is to neglect to replace the records in the cabinet or to neglect to replace them in the proper compartment. The result there is that the records are not replaced in the proper compartment. If you have 50 or 60 or more records, the prevalent method is to allow the records to pile up and then to be replaced afterward, a process which takes time.

The merit of the scheme or plan I suggest is apparent, when all that is necessary to find a record is to run the eye down the edges of the records and read same as ordinary printing. The evil of the cabinet system is also that, frequently there is an instrumental selection on one side and a vocal on the other, or a band piece opposite say some solo or orchestra piece on the other side. This is puzzling to indicate the selections according to wood, instrumental, band, etc., on the various cards and books which go with the cabinets.

This idea is not a mere theory, but the result of several years experience both at my own home and at the various places where I have seen the same trouble experienced. The idea is strictly original with me, so far as I know. Will you kindly consider it and if it has any value to you, make me what you consider a fair offer. I haven't sent this idea to any other party.

Yours very truly,

Address--

D. F. Whitcomb,
31611 Mc Caddon Place,
Hollywood, California.

L. F. Whitcomb

Mar 24, 14

Mr Edison

Mr Tollefsen of the Tollefsen Trio has
submit the attached list to me as
very good numbers, Think it would
be a good idea to let them make
a couple of disc selections, to add
variety to disc list, are there any on
this list you care to have us record
we cant find any in the tune books

W H M

[ATTACHMENT/ENCLOSURE]

EDISON PHONOGRAPH MONTHLY, MARCH, 1914

15

BLUE AMBEROLS FOR MAY

To be on sale April 25th

REGULAR LIST

50 cents each in the United States; 65 cents each in Canada

- 2252 Favorite Ales from The Mascot, *Aufas* Edison Light Opera Co.
2253 You're Here and I'm Here—The Laughing Husband, *Kera*, Baritone and tenor Kathleen Kington and Billy Murray
2254 In the Candlelight, *Breva*, Contralto and tenor Helen Clark and Emory B. Randolph
2255 Fest Overture, *Leinster* Edison Concert Band
2256 When You're All Dressed Up and No Place to Go—The Beauty Shop, *Herin*, Comic song Billy Murray
2257 Ring on Sweet Bells, *Keria*, Baritone and Tenor Vernon Archibald and Royal Fah
2258 I Miss You Most of All, *Moscoe*, Tenor Marcel Romain
2259 Coquette—Caprice Brilliant, Smith Edison Concert Band (Recd only)
2260 Won't You Come and Waltz With Me—The Girl on the Film, *Slemey*, Soprano and tenor Mary Carson and Harvey Hindersmeyer
2261 Song of the Mill—The Girl on the Film, *Bredschneider*, Soprano and chorus Elizabeth Spencer and Chorus
2262 In Dreams, My Own, *Fauderpool*, Tenor James E. Walbank
2263 Peg o' My Heart, *Fischer*, Violin, harp accompaniment Charles D'Almaise
2264 Love's Own Sweet Song—*Siri, Kilia*, Soprano and Tenor Elizabeth Spencer and Irving Gillette
2265 Softly and Tenderly, *Thompson*, Sacred Edison Mixed Quartet
2266 My Hidden Treasure, *Kalmar*, Tenor Walter Van Brunt
2267 Nights of Gladiolus—Waltz Boston, *Jaciff*, For dancing National Promenade Band
2268 Camp Meeting Band, *Mule*, Coon duet Arthur Collins and Byron G. Harlan
2269 A Song of Steel, *Spruss*, Baritone Donald Chalmers
2270 Rebecca of Sunny-Brook Farm, *Gaudin*, Tenors Albert H. Campbell and Irving Gillette
2271 There's a Girl in the Heart of Maryland Medley—Turkey Trot. For dancing National Promenade Band
2272 An Afternoon in June, *Bilowski*, Singing and whistling Billy Murray and Joe Belmont
2273 Let Me Dream Again, *Sullivan*, Contralto Marie Tillotson
2274 Hiram Tucker, *Burt*, Rube duet Ada Jones and Byron G. Harlan
2275 Don't Stop, *Fan Tiller*, Male voices Peerless Quartet
2276 All for the Girls One-step, *Gilbert*. For dancing National Promenade Band
2277 I'm Getting Ready for My Mother-in-law, *Narcorth*, Comic song Edward Mchler
2278 Moonlight on the Lake, *White*, Male voices Knickerbocker Quartet
2279 Moving Day at Puntin Center, *Simons*, Talking Cal Stewart
2280 Si Perkins' Ban Dance, Descriptive scene Ada Jones and Len Spencer
2281 The Gift, *Rehner*, Tenor Harold Jarvis
2282 Songs of Scotland—Part I Edison Concert Band
2283 Songs of Scotland—Part II Edison Concert Band
2284 Scots, Wha Hae's it? Wallace Black, *Burns*, Tenor Harold Jarvis
2285 Canique de Noël, *Adam*, Tenor Albert Quenel
2286 Hosanna, *Grasier*, Tenor Albert Quenel
2287 O Canada (National Song of the Dominion), *Lazellier*, Tenor Irving Gillette and Mixed Chorus
2288 Bonnie Dundee, *Scott*, Soprano Marie Nacelle
2289 Jessie, The Flower o' Dunblane, Soprano Marie Nacelle

Beautiful.

fair

Just OK if real artist to record. Singers so not get turned p. disc.

Not in disc

For Canada

voice some very but slightly may in for disc

very good indeed

Ada Jones and Len Spencer

Harold Jarvis

Edison Concert Band

Edison Concert Band

Harold Jarvis

Albert Quenel

Albert Quenel

Irving Gillette and Mixed Chorus

Marie Nacelle

Marie Nacelle

Jobbers of Edison Phonographs and Records

LOS ANGELES—Southern California Music Co.
SAN FRANCISCO—Pacific Phonograph Co.
COLORADO
DENVER—Denver Dry Goods Co.
CONNECTICUT
NEW HAVEN—Pardee-Elmhurst Co.
DISTRICT OF COLUMBIA
WASHINGTON—McKee-Sargent Instrument Co.
ILLINOIS
CHICAGO—The Phonograph Co.
INDIANA
INDIANAPOLIS—Kipp—Lida Phonograph Co.
IOWA
DES MOINES—Harger & Bush.
MAINE
BANGOR—S. L. Crosby Co.
PORTLAND—Portland Sporting Goods Co.
MASSACHUSETTS
BOSTON—Pardee-Elmhurst Co.
MICHIGAN
DETROIT—American Phonograph Co.
MINNESOTA
MINNEAPOLIS—Lawrence H. Lecher.
MISSOURI
KANSAS CITY—Western Phonograph Co.
ST. LOUIS—Silverman Music Co.
MONTANA
HELENA—Montana Phonograph Co.
NEBRASKA
OMAHA—Shultz Bros.
NEW JERSEY
HOBOKEN—Eclipse Phonograph Co.
NEW YORK
ALBANY—American Phonograph Co.
ALBANY—American Phonograph Co.
OSWEGO—Frank E. Bolway.
OHIO
CINCINNATI—The Phonograph Co.
CLEVELAND—The Phonograph Co.
TOLEDO—Hayes Music Co.
OREGON
PORTLAND—Graves Music Co.
RHODE ISLAND
PITTSBURGH—Budin Phonograph Co.
WILLIAMSPORT—W. A. Myers.
TENNESSEE
MEMPHIS—Atwood Phonograph Co.
TEXAS
DALLAS—Southern Talking Machine Co.
FORT WORTH—Texas-Oklahoma Phonograph Co.
HOUSTON—Houston Phonograph Co.
UTAH
OGDEN—Flooditt Sporting Goods Co.
VIRGINIA
RICHMOND—C. B. Hayes & Co.
WASHINGTON
SEATTLE—Pacific Phonograph Co.
SEATTLE—Ellen Music Co.
SEATTLE—Graves Music Co.
WISCONSIN
MILWAUKEE—Milwaukee Phonograph Co.
CANADA
QUEBEC—C. Robitaille.
MONTREAL—M. J. Hargrave & Sons Co., Ltd.
ST. JOHN—W. H. Thorne & Co., Ltd.
TORONTO—K. S. Williams & Sons Co., Ltd.
VANCOUVER—Vancouver Phonograph Co., Ltd.

ALABAMA
BIRMINGHAM—Talking Machine Co.
Montreal—W. H. Reynolds.

COLORADO
DENVER—Hest Music Co.

GEORGIA
ATLANTA—Atlanta Phonograph Co.
WATERGOS—Youmans Jewelry Co.

ILLINOIS
CHICAGO—Babson Bros.
James L. Lyons.
PEORIA—Peoria Phonograph Co.
POTOMAC—Page Co., Int.
QUINCY—Quincy Phonograph Co.

INDY
SIOUX CITY—Harger & Bish.

MARYLAND
BALTIMORE—E. F. Droop & Sons Co.

MASSACHUSETTS
BOSTON—Eastern Talking Machine Co.
Iver Johnson Sporting Goods Co.
Lowell—Thomas Wardell.

MINNESOTA
ST. PAUL—W. J. Dyer & Bro.
Koehler & Hinckley.

MISSOURI
KANSAS CITY—Schmidner Arms Co.

NEW HAMPSHIRE
MANCHESTER—John B. Varick Co.

NEW JERSEY
PATERSON—James K. O'Don.

NEW YORK
ALBANY—Fitch & Hahn.
Buffalo—W. D. Andrews.
Newark, Clark & Neal Co.
ELIMWA—Elmira Arms Co.

NEW YORK CITY—American Talking Machine Co.
J. F. Blackman & Son.
I. D. Hayes, Jr., Inc.
S. B. Dwyer Co.
Graham-Siegel-Cooper Co.

ROCHESTER—Talking Machine Co.

SPRINGFIELD—W. D. Andrews Co.

UTICA—Arthur F. Ferris.
William Hartman.

PENNSYLVANIA
PHILADELPHIA—Louis Ducho.
Penn. Phonograph Co.
H. A. Weymann & Son.

SCRANTON—Ackerman & Co.

RHODE ISLAND
PROVIDENCE—J. A. Foster Co.
J. Semuels & Bro.

TEXAS
EL PASO—W. G. Wale Co.
SAN ANTONIO—H. C. Resa Optical Co.

UTAH
SALT LAKE CITY—Consolidated Music Co.

VERMONT
BURLINGTON—American Phonograph Co.

THOMAS A. EDISON Ltd
UFFICIO
MILANO - Via Silvio Pellico, 8

Milan, March 27-1914

Walter H. Miller Esq.
Ed. Manager Recording Dept -
Thomas A. Edison Inc.
New York.

Dear Mr. Miller,

I beg to advise you that I already have made verbal agreements with

Jaume - Tenor
Beccucci - Bass
Korsoff - Soprano

at the conditions specified in my letter of March 16 ult.

I succeeded to engage Korsoff even cheaper than I expected as she is willing to make records for us at \$40 each, solo or concerted. The Company formerly paid her \$100 per record.

All these artists agreed to stay in Italy at our disposal during the months of May & June without any additional expense whatever.

As soon as I will receive your cable approving my letter of March 16 ult., I will proceed to close the contracts approved.

THOMAS A. EDISON Ltd

UFFICIO

MILANO - Via Silvio Pellico, 6

Walter H. Miller Esq - 2 -

I realize I will have to overcome great difficulties to make all the concerted numbers desired by Mr. Edison and do the work with artistic perfection and economy.

The only artistes that we are permitted to use are of different nationalities (French, German and Italians) and the repertoire is generally of the old school Italian composers, but I hope nevertheless I will succeed in my undertaking.

I trust to have everything ready to do the recording in May and June next.

Gertrude Runge - Col. Soprano - She is a comic opera artiste. She sings in German only and we will not be able to use her now in concerted numbers, as they are all in Italian. If Mr. Edison wants her we can engage her for solos and concerted numbers in German to be recorded in the future. We should pay her about \$40 per record, 10 records yearly. This for one year. Option for 2 more years, 10 pieces yearly at \$50 per record (\$500 yearly)

THOMAS A. EDISON Ltd
OFFICE
MILANO - Via Silvio Pellico, 6

Walter H. Miller Esq - 3 -

If you approve these conditions, kindly
advise me by cable or letter and I will
engage her if I can at this price.

Trusting to hear from you soon on
the different subjects.

With kindest regards,

I am, Very truly yours,

Lumbert F. Tosi

HENRY J. FULLER

NO. 30 CHURCH STREET
NEW YORK CITY, N. Y.

March 27, 1914.

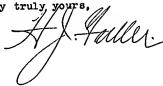
Mr. Wm. H. Meadowcroft,
c/o Laboratory of Thos. A. Edison,
Orange, N. J.

My dear sir:-

I am in receipt of your favor of the
23rd inst., and appreciate very much what you have
done with reference to appointment for Mme. Auld.

Thanking you for your kindness in the
matter, I am,

Very truly yours,

A handwritten signature in dark ink, appearing to read "H. J. Fuller". The signature is written in a cursive style with a large, looping initial "H".

E. M. HARGER
PRESIDENT

G. C. SILZER
VICE-PRESIDENT

H. H. BLISH
SECRETARY AND TREASURER

H. H. BLISH, JR.
ASST. SECRETARY



DUBUQUE
DES MOINES
SIOUX CITY

Walter Miller, c/o
Thomas A. Edison, Inc.
#79 5th Ave., New York,

3/28/14

Dear Sir:-

We have had a large number of people ask us if it would be possible to get that record of Dr. Morgan that you had made up in the cylinder, where he has that scripture reading together with the hymn, "Peace Be Still". I feel confident that this would prove one of the most attractive popular numbers that you could possibly put out at this time in the Disc. It would be entirely different from anything that you have so far listed and inasmuch as we have very few records of a sacred character, it would fill in most admirably. We want too, a Banjo, a Harp and Piano solo the worst way.

Most earnestly hope that something may be forthcoming along these lines in the very near future.

That last special list of Dance records and the few songs that accompanied it, have gone like wildfire. We had Mr. Chas. Daab in the store the other day and photographed him listening to one of his records. Had a long talk with him about his making up some bell solos which he said he would be very glad indeed to see you about when he got back to New York. He is now traveling with the BenHur Company.

We have had quite a call lately too for these bell solos in the cylinder and a number of our customers who have heard them, have expressed a wish that same could be secured on the disc.

Trusting that some of these varied selections may be forth coming in the very near future and with kindest personal regards and best wishes, believe me to be,

Very respectfully yours,

HARGER & BLISH

By *J. H. Smith*

THE NEW DIAMOND REPRODUCER HAS REVOLUTIONIZED TONE REPRODUCTION

WILLIAM H. LYBRAND
T. EDWARD ROSS
ADAM A. ROSS
ROBERT H. MONTGOMERY
JOSEPH H. PUGH
WALTER A. STAUD

LYBRAND ROSS BROS. & MONTGOMERY
CERTIFIED PUBLIC ACCOUNTANTS

55 LIBERTY STREET
NEW YORK

NEW YORK
PHILADELPHIA
CHICAGO
PITTSBURGH
SAN FRANCISCO
SEATTLE
LONDON

21st March, 1914.

Mr. Thomas A. Edison,
Care Seminole Lodge,
Fort Loper, Florida.

Dear Mr. Edison:

You will doubtless be interested to learn what progress is being made in the systematizing of the disc department. The daily reports of work done in the different departments, along the lines which we discussed with you, have been installed. The difficulties which may be expected to develop have been to a considerable extent eliminated and you will shortly begin receiving these reports or a daily summary of them.

Data is now available for tracing moulds and locating them quickly. A plan is being worked out to make still more effective use of this data and almost automatically attract attention to any failure of the two companion moulds of a record to keep pace with each other throughout the successive operations.

The initial steps for the gathering of cost data have also been taken. Wages are being reported as

W. H. Lybrand
Mr. Thomas A. Edison
21st March 1914
4/14

Mr. Thomas A. Edison - 2.

chargeable to different operations and a beginning has also been made with the charging of materials and supplies to the operations for which they are used. Costs will be figured out for the month of March and submitted to you at as early a date as feasible. Naturally the costs for the first several months will be ascertained somewhat later in the month than will be the case after everything is working smoothly.

When Mr. Lybrand was at Orange recently Mr. Eckert showed him a copy of the memorandum of March 12th, 1914 on which you had noted for Mr. Eckert's information that neither Moore or Dinwiddie are to be permanent in the disc manufacture. In this memorandum you also referred to the instructions given to us regarding the method of organizing the accounts.

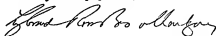
There was no thought in sending out this memorandum that it would either disturb the present factory organization or indicate that it is to be permanent. It seemed to be very desirable to separate the disc accounts on Mr. Eckert's books into a certain few divisions so that information respecting the costs as a whole would be available for you when you desired such information.

Mr. Thomas A. Edison - 3.

The best way to secure this information seemed to be to give a name to a department and in connection therewith mention the name of the one at present in charge so that he might be identified with that department, even though not intended to be its permanent head.

This memorandum will not in any way disturb the work which is being done along the lines desired by you, in fact, it is intended to bring the general books into harmony with that plan.

Very truly yours,

A handwritten signature in cursive script, appearing to read "John R. Allen".

WML/BG

#3 Summary March Release
Mr Edison Blue Amberol
~~Wax Cylinder~~

No of Records -	40	38.
Bad Runouts	1	
Slight " Noticable	1	
Bad Surface	1	
Noticable Surface	6	
Bad Selection	0	
Fair "	0	
Bad Rendition	0	
Fair "	0	
Plaster chipped	2	
Celluloid ends cracked -	1	
Reflections - (etc surface)	1	

Selections not so good as last month.
 Surface " " " " " "

Celluloid seems defective.

Runouts negligible
 Very little Dance Music. This
 is a mistake when public want
 it.

COPY-

file

Walter Miller-

Over a week ago I replied to your letter about Fleisch, to go ahead on basis you suggest-

Tosi- He can use De Muro as a tenor in concerted pieces-

The concerted pieces can be in French or Italian, I prefer Italian-

Tommansi not accepted, neither are any of the baritones he mentions-

Jaumes diotion in Italian may be off but if would not hurt much in a concerted piece, although it might be bad in solo-

Can you find out if Urluss sings in French or Italian-

He is a fine tenor-

Write Tosi for fear he has not understood that the several

concerted numbers I marked to be sung by Anselmi and Labia

each is to be considered as one of the 10 pieces we are to get from Anselmi each year-

I fear he may think we want these extra from Anselmi above the 10 per year-

I suppose Seymour and Hayes will do the music work at Milan- It is important that you provide Hayes with the 100 thread device so he can hear his rehearsal records- Don't want the records sent until his test records show he has them rehearsed O. K. and not to spoil records by having too much volume to the instrumental music-

MEADOW CROFT

Copy Mr. Edison's memo to W. H. M.

received
sent 4/2/14-

WESTERN UNION

Form 2000 J

RECEIVERS NO.	TIME FILED 11 30	CHECK 44 CHARGE BLUE
---------------	---------------------	-------------------------

DAY LETTER

COPY

THEO. N. VAIL, PRESIDENT

SEND the following Day Letter, subject to the terms
on back hereof, which are hereby agreed to

APRIL 2, 1914. 191

To THOS A EDISON,

FT. MEYERS FLA.

HAVE RECEIVED YOUR MEMORANDUM ABOUT MAKING LEAD PENCIL MARKS
INSIDE ENVELOPE THIS WAS THE ONLY EVIDENCE AND CLEARS UP WHOLE
THINGS HAVE STOPPED INVESTIGATION WE SENT FOURTY FOUR HUNDRED DISC
TO STOCK YESTERDAY STUDIO MATTER IN GOOD SHAPE WILL SEND YOU
EXPLANATORY LETTER TODAY.

W. H. MEAD@CROFT.

LABORATORY.

Mon. Sept. - Sales

The officers of the
Battleship Wyoming have
clubbed together to buy
a disc machine.

Commander Miller
called me up to ascertain
if you would make a
reduction of price to
them, ~~for use only~~
as the machine will
be used solely
aboard ship.

They sail in a
few days for Mexico.

4/11/04

Hutch.



210 MOTT STREET
NEW YORK

F⁸

New York City;
April 7, 1914.

My dear Sir:

It is long time
that I sent to you my
"Kinetophone Walky", and
I did not had the pleasure
to hear it yet.

Now please I would like
to know when this walky
will be issue, because lots
of my friends they like
to buy it soon will be heard
for the first time on
your machine.

I express to you my
best wishes for Easter Sunday
and also to Mr. Edison.

Hoping a prompt
repetition I remain

Respectfully yours,

Prof. Luigi Romano
Music School
210 Mott St.
New York

Prof. Luigi Romano

April 8, 1914

Sig. Umberto F. Tosi,
Milano, Italy.

Dear Sir:-

Wish to acknowledge your favor of the 16th ult. and I communicated the information you gave regarding the various artists to Mr. Edison, and I have to-day cabled you as follows:

"Jaume - Korsoff satisfactory. Other propositions of 16th all right if Jaume - Korsoff can be secured. DeMure satisfactory at Jaume figures."

Mr. Edison's memo. to me indicates that he is not particular about securing any of the minor artists unless he can be sure he can get Jaume and Korsoff, and I presume it is really not necessary to contract the minor people as you can probably secure them whenever desired if they are located in Milan, but, of course, if you have to bring them from some outside locality you will have to guarantee a certain amount. If the propositions do not exceed those mentioned in your letter there will be no objections.

In regard to making out contracts for these artists I would suggest that they be drawn out in the name of the Thomas A. Edison, Incorporated, Orange, N. J.

I am also in receipt today of your letter of the 27th, and I will communicate the information you have sent me in regard to Gertrude Runge to Mr. Edison.

I also note what you say in your letter of the 28th in regard to Anselmi, and that Mr. Edison does not wish to record Anselmi in Milan, at least for the first year of his contract. In looking over the various instructions Mr. Edison has given me I do not find any instructions to this effect. It states in the proposed contract Mr. Edison has drawn up that "he will make records in Milan or London, or should he have an engagement in New York he will make them in that city." The understanding is that we are to have the option as to where they are to be recorded, either in Milan

April 8, 1914.

-2-

or London, for the reason that if our Milan plant is not running it would be much cheaper and better for us to have Anselmi come to London than it would be for us to ship all of our recording apparatus to Milan to record his records. I am quite sure that Mr. Edison will not object, if our recording plant in Milan is running satisfactory, to make his records there if we conclude an arrangement with him.

Yours very truly,

Mgr. Redording Department



THE NATIONAL MAGAZINE
BOSTON, MASS.
EDITED BY JOE MITCHELL CHAPPLE.

April 9th,
1914

Does he mean

Mr. Thomas A. Edison,
Fort Meyer, Florida.

My dear Mr. Edison:—

In talking with Mr. Joseph A. DeBoer, President of the NATIONAL LIFE INSURANCE COMPANY at Montpelier, Vermont, he said he considered "Aderehan" the most perfect singing voice he ever heard. Was wondering if she is still living and if one of your representatives could have a record made of her voice.

Am working hard on the sketch and will send you proofs. If there are any alterations or corrections wish you would make them. Am going to keep on fixing this up until I am satisfied with it and am sure that it is one of the best articles on Thomas A. Edison that has even been published and one that will please our readers and furnish them some of the inspiration I have had from our little chats.

believe me,

With cordial best wishes,

Yours sincerely

Joe Mitchell Chapple

JMC-S

CIR

Ada Rshan, who was
for many years an actress

If so she is

living - will

see about it

Editors

NEW YORK EVENING JOURNAL.
Office of A. BRISBANE

April 10th, 1914.

Thomas A. Edison, Esq.,
Orange, N. J.

*Auto graph
letter*

My dear Mr. Edison:-

I hear that for once in your life you are taking a rest of a few minutes and getting some fresh air. I am glad of it. I am ill in bed, talking into one of your phonographs with the lights turned out, attending to my mail just as well as though I had a secretary here and all the lights going. By the time when I get up, tomorrow morning what I am writing now on your machine will be in type for me to correct. I have just written a letter to James Simpson, the head of Marshall Field, describing to him how your machine can be used in the dark, a quiet servant always at hand. It is a marvelous thing, and writing to him it occurred to me that I ought not to do less than to drop a line to you and thank you for what you have done to make busy men more efficient. You need not answer this, of course.

Sincerely,

A Brisbane

405 WILLIAM STREET,
NEW YORK.

F 12

April 14, 1914.

Dear Sir:-

In reply to your letter of April 9th, referring to a letter which I addressed on the 7th inst. to Mr. Edison.

I am anxious that you and Mr. Edison should realize that my great interest in the music machine, was my reason for addressing Mr. Edison on the subject. I have never in my life had so much pleasure from any one source, either yacht, automobile or anything of that kind, as I have had from that machine, and I would gladly do anything in my power to add to its efficiency, for the benefit of others, as well as myself.

With kind regards,

Yours very truly,

John A. Stewart

William H. Meadowcroft, Esq.,
Edison Laboratory,
Orange, N. J.

*Mr. Edison
This is fine. Don't
you think it would be
a good thing to invite
him over? Evidently
he is an important
man.
Meadowcroft*

TELEPHONE: RIVERSIDE 4048

MUSICAL CRITIC, EVENING MAIL
ASSOCIATE EDITOR
THE MUSICAL LEADER, CHICAGO
MUSICAL AND DRAMATIC CORRESPONDENT
SAN FRANCISCO CHRONICLE
PORTLAND OREGONIAN

EMILIE FRANCES BAUER
LECTURER
251 WEST 95TH STREET
NEW YORK CITY

April 16, 1914.

My Dear Mr. Mendoweroff:

Perhaps you will remember me after our little trip to your laboratories and my subsequent visit, and you may therefore pardon the liberty I take in introducing to you Mr. Jacques Kasner, whose tone in violin playing is of peculiar power. I thought you might be glad to hear him or to have Mr. Edison hear him -- it will really be a pleasure for him and perhaps he might interest you in your record department.

Thanking you in advance for your arrangement of some sort of an interview with you or with those who adjust these things,

I am sincerely,

Miss Emilie Frances Bauer

In 2 weeks

Mr. Edison

Shall you be ready
in a week or so to begin
to hear singers & violinists?
Mendoweroff

4/21/14

Memo #170
Product:- BLUE AMBEROL
RECORDS,

April 23, 1914.

Mr. W. H. Meadowcroft,
Laboratory.

SUBJECT:- Discussion of
cost for week ending
March 28th 1914.

Dear Sir:-

In reply to your inquiry as to the principal causes of the increased cost of Blue Amberol Records as indicated by the report for the week ending March 28th, 1914, allow me to report that the production in the Manufacturing Department, which makes up the principal cost of these records, was only 83000 for the entire week.

Necessarily, our organization and all the expenses incident thereto, are laid out on a scale sufficient to cover a much larger production than this. Hence when the cost of this layout for large scale production has to be distributed over so small a number of records as 80000 per week, the cost per record is very materially increased.

By reference to your previous cost reports, you will find that for some time past the production has been much larger than at present. As follows:-

For week ending March 21st,	144000
" " " 14th,	185000
" " " 7th,	139000
" " " Feb. 28th,	140000
" " " 21st,	134000
" " " 14th,	103000
" " " 7th,	102000
" " " Jan. 31st,	127000

Secondly, if you will refer far enough back in these reports you will come across isolated cases wherein the production was almost as low as at present and the cost was about 11¢.

This difference is explained by the fact that at the time Mr. Mehr took charge of the Blue Amberol Record Manufacturing, the expenses of this department were about 35% of the productive labor. Subsequently this percentage has increased gradually month by month, until the expenses expressed in terms of "Productive Labor", average about 70%.

Mr. Meadowcroft,
April 23, 1914.
Page -2-

This increased percentage of expense has been caused by the decrease in the productive labor as well as by actual expense increase.

Nevertheless, it has been necessary, in order to hold these weekly efficiency reports in agreement with the actual conditions in the shop to increase the charges in expenses as follows:--

DEPARTMENT.
86

Month of May	1913	42.4%
" " June	1913	35.5%
" " July	1913	31.3%
" " August	1913	39 %
" " September	1913	67.1%
" " October	1913	58.4%
" " November	1913	64.2%
" " December	1913	48.6%
" " January	1914	78 1/2 %

SEM-LIS.

S. B. MAHERT *SM 4/29/14*
EFFICIENCY ENGINEER.

Mr E

They have offered to
me 100000

You get a machine +
2 for 10 for \$1.00 But

for guarantee to buy the
series a week of 7.04

each. for one year.

78⁰⁰ total for machine
and 104 series

overly

4/28/14

M. Edison

April 24, 1914.

Messrs. Ireton, Leeming, Maxwell, L. C. McChesney:

At a conference with the following 10 Disc jobbers:

H. H. Blish
L. H. Lacker
H. G. Stanton
Walter H. Kipp
W. C. Zarcoe
C. B. Haynes
Frank E. Bolway, Sr.
Frank E. Bolway, Jr.
B. W. Smith, of Cleveland (The Phonograph Co.)
Mr. Bloom,

file

Who called on us Tuesday, April 21st, it was their unanimous decision that the following be adopted:

1. Adopt new design cabinets with cane grilles for the 150, 200 and 250 types, this change to take effect just as soon as possible, which will probably not be until about September 1st, because of our inability to get new design cabinets in sufficient quantities before that time.

2. In our Fall catalogue continue showing the old style as well as new style cabinets, in order to enable the jobbers and dealers to dispose of such of the old style as they may have in stock, and with the understanding that as fast as our stock of the old style cabinets is disposed of we will advise the jobbers that no more of them can be furnished.

3. Adopt as soon as possible the tone modifier, having the lever come out at the side of the cabinet instead of in front. Establish a list price (I told them it would be about \$2) on these tone modifiers as extras, so that if customers who have already purchased disc machines desire one of them they can obtain it and equip it themselves. For such machines as the jobbers or dealers may have in stock, supply the tone modifier to them at jobbers' or dealers' prices, they to equip it themselves. For such machines we have in stock, packed, supply the tone modifier free of charge with each machine shipped, the jobber to equip these tone modifiers to the machines when he unpacks them. For all such machines as we have in stock not packed or as may be built after we are ready to supply the tone modifier, we will equip the tone modifier to them at no extra charge.

4. Adopt new filing system as shown in the new design 250 cabinet.

5. Adopt new style cabinet cover stay arm.

(2)

6. Discontinue furnishing albums with the 150 type, for the reason that in a great many, if not the majority of cases, they are never taken by the customer on account of their preferring some other style of album or some other method of filing records.

I am sending this memo. in order that we may all have a record of the matters discussed and the decision arrived at by the jobbers present, so that in case any dispute come up later on concerning the changes, we will be able to refer to this memorandum and advise the complainant that the changes were only made after they were fully approved by 10 of the leading jobbers, including the president and other officers of the Jobbers Association.

CHW/IWW

C. H. W.

(Copy to Mr. Edison)

GEO. E. BELCHER, PRES.
J. W. WOOD, TREAS. AND MGR.

J. W. WOOD ELASTIC WEB CO.

MANUFACTURERS OF
ELASTIC WEBS AND CORDS

MAIN OFFICE
STOUGHTON, MASS. 4/27/14

NEW YORK OFFICE
45 EAST 17th ST.

Mr Thomas Edison,
Orange, N J

Dear Sir:

I trust you will pardon me for writing, but I am owner
of one of the first Diamond Point talking machines Opera Model,
which came into use something over a year ago. As I have many
friends who have a Victor, I have had an excellent opportunity
to compare both machines. Anyone will agree that for tone,
and clearness, your latest machine has all the advantage. But
the one thing that hurts is, there is very little choice in the
records, that is, of the high class singers. The Victor has
surely got us "beaten a block" as they say. Take this months
records for illustration, there is not a single record of any
great quality. If we could get more records of the type, "I Hear
You Calling Me" it would be a source of great pleasure. I have
thought seriously lately of trading my machine for a Victrola
simply to get the higher class records. It may be possible for
you to enlighten me, and you may have records that I know nothing
of, but as I own a large number and have gone over the long
list fairly carefully, I think I am right in saying the Edison
has the best talking machine, but the Victor has the best records
and I am sure thousands of your customers, in fact I know a great
many personally, would welcome some high class records, if it was
possible to get them. Trust you will be kind enough to reply.

Yours truly,

John W. Wood
Sincerely,
J. W. Wood

P 1914 Photo.

R 28

Say that we are now, our technique
is not quite as we want it we
have several hundred Records
Machines, but cannot put them

out until our machinery is
us - Great we get played
we shall have the best
talking & records

April 27th, 1914.

Mr. Theo. C. Ballard, f
Morrison, Plummer & Co.,
312-314 W. Washington St.,
Chicago, Illinois.

Dear Sir:

On my return from Florida, I find your favor
of the 25th instant among the mail that has been kept
until I came back to the Laboratory.

I am glad to hear from you after so many years,
also to learn that you have enjoyed my new Disc phonograph
so much. As you were one of the pioneers in exhibiting
the old tin foil machines in 1878 you will realize the
development that has taken so many years of hard work.

With kind regards, I remain,

Yours very truly,

TOTAL PRODUCTION 15,000 DOZEN PAIR DAILY.

HOSIERY

CONTROLLED BY

Chas. Chipman & Sons

FRANK L. CHIPMAN N. STAR CHIPMAN
88 LEONARD ST. N.Y.

CHIPMAN KNITTING MILLS, EASTON, PA.
UNION MANUFACTURING CO., UNION POINT, CO.
HOLSTON MFG. CO., LEHIGH CITY, TENN.
DAVIS HOSIERY MILLS, CHATTANOOGA, TENN.
CLIMAX HOSIERY MILLS, ATHENS, GA.
RICK KNITTING CO., READING, PA.

MILLS

LOWELL HOSIERY CO., LOWELL, MASS.
HARTFORD HOSIERY MILLS, HARTFORD, CONN.
CHIPMAN-HOLSTON KNITTING CO., HARTFORD, CONN.
HAYES HOSIERY MILLS, WINTERTON, N.C.
FLAT ROCK HOSIERY MILLS, FLAT ROCK, N.C.
GERMANIA HOSIERY MILLS, PHILADELPHIA, PA.
PRISCILLA KNITTING MILLS, LOWELL, MASS.

P. L. CHIPMAN, GENERAL MANAGER

Say, we have lots of tunes
by Bori - Destin, Martinelli
which will be useful
Messrs. Thomas A. Edison, Inc.
gradually, controls only
Orange, New Jersey.
Gentlemen, come for money, they talk.

NEW YORK

April 28, 1914

REPRODUCTION OF MR. MENDOWSLEY

is one of
our best pieces and is
a lower of fine music
Mendowsley

A few months ago I was very much surprised and chagrined to
notice that Martinelli had been engaged "exclusively", as they put it, by the
Victor people. This morning I was paralyzed to notice in their May catalogue
that you have also lost ^{hypocrite} Bori and Amy Destin; the latter being probably
the greatest ^{dramatic} soprano in the world. ~~money~~ The musical world is
I cannot imagine how these singers could have left you - it surely
could not have been because the Victor makes better records of their voices, as
I have owned both machines, and would not spend a nickel to hear them on the
Victor (since hearing them on yours). It must be, therefore, that the Victor
people have given them a little better offer, and they have probably fallen for
a few paltry dollars. I am deeply hurt about this, in the first place, on ac-
count of your having lost these great singers, and in the second place, of the
fact that with all their greatness these people could be so confoundedly stupid
as not to know the difference between a real reproduction ^{of their voices} and an artificial one.

Yours very truly,

A. Kobb

AK/HEM

When are you going to make some new
records? I haven't seen anything for six weeks.

G. E. GOODWIN, MANAGER.

D
1914 Phon.



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices: 229 So. Wabash Ave.

Chicago April 30, 1914.

Mr. Wm. Meadowcroft,
Thomas A. Edison, Inc.,
Orange, N.J.

Dear Mr. Meadowcroft,

You get so many letters of complaint
(not from me for several months back) that I thought
perhaps a little word of praise might fit in with the
kicks I know you are getting. I want to say that I am
particularly pleased with the surfaces on #82037 and
#82048 which came in in a shipment of yesterday.

With kind regards, I am

Very truly,

Mr. Hayes
Please return
GEG:M *Wm. Meadowcroft*

E. Goodwin

*This is cheering 99.9% Kicks
+ this OK is pleasing-*

Day The reason the Victor bring
out the record he speaks of is purely
for advertising purposes, ~~that~~
Their business is built up by advertising
Celebrated Artists, whose reputation
is attained in nearly every case from
their acting & personality & not
from their voice, Their records of
these Artists show how poor their
Voices are,

{

Maxwell-

What are we doing in
towns where only dealer
pushes Victor. Shouldnt
we persistently hammer
that town by recitals
& get a good dealer

Why not go over all
recitals last 6 months
mark out the town
& give these recitals
& ~~get~~ keep it till
hopeless. *Edw*

Unofficially
Recital is the
only way to
force good Dealers
to us

Medium:

I thoroughly believe the recital system
as Hallonell is handling it is the proper
way to go after dealers. The plan of getting the
dealers interested by asking them to furnish some
of the names for the substitution lists also seems to work pretty well.
Hallonell

Copy to Mrs. E. E. E. E.

Mr. Ireton:

Wag

May 1, 1914.

I am attaching copy of letter to Hayer & Elish relative to their becoming jobbers at Sioux City, which will explain itself.

Regarding our establishing a jobber at Washington, it might be well to write McKee that we have had such a large and flattering proposition made us by another concern at that point to establish them as jobbers that we may consider it necessary to take some action in the matter, either in the way of telling them that we will accept their proposition or that we cannot do so because they (the McKee Company) had already approached us in the matter, and, while they preferred not starting just at this time they would do so rather than have someone else established there, and, in the case of our taking the latter attitude, it would of course be necessary for them (the McKee Co.) to declare themselves at once. Such a letter would probably force the issue with the McKee people and cause them to decide to become jobbers at Washington at once.

I realize that it is really not necessary to have two jobbers as close as Baltimore and Washington, also, that owing to the present record situation we are perhaps not in a position to establish any more jobbers, but as our business from already established jobbers has already and no doubt will continue to decrease, and as we are now accumulating quite a stock of certain types of machines, I think it advisable to increase our sales all we can, by establishing new jobbers wherever we think it necessary or advisable to have them; but not, of course, to do so where they are not necessary or will conflict with jobbers already established or with any understanding we may have

Mr. Ireton- 2.

had with them concerning our not establishing additional jobbers within a certain radius or territory.

What progress is being made toward establishing a jobber at El Paso, Texas? You will remember you had some correspondence from a party who desired to become a jobber there some two or three weeks ago.

What have you done relative to trying to dispose of the 150 or 200 type A-250 Disc Phonographs in weathered oak cabinets, concerning which I had a talk with you a week or ten days ago?

CHW/IWW

C. H. W.

(Copy to Mr. Edison)

FRANK J. SPRAGUE
185 BROADWAY
NEW YORK

D⁴

May 2, 1914.

My dear Edison:

I enclose letter received from Professor Vladimir Karapetoff of Cornell, for such action as seems best.

You, of course, know of him as a very brilliant and capable electrician and engineer, and what is rather unusual he is a pianist of great charm.

I think if the suggestion he makes be favorably entertained the results will be mutually satisfactory; and as piano records have been as a rule anything but satisfactory, he may be instrumental in making progress in this record.

Sincerely yours,

Mr. Thos. A. Edison,
Llewellyn Park,
West Orange.



[ATTACHMENT/ENCLOSURE]

DEPARTMENT OF ELECTRICAL ENGINEERING

Victor Karapetoff, Professor in Charge of Department
George S. Macomber, Assistant Professor
William C. Gilman, Instructor
Arthur G. Barnes, Instructor
David D. Brown, Instructor
Harold W. Brown, Instructor
Walter F. Sullivan, Instructor
Robert F. Chamberlain, Instructor
Walter S. Ford, Assistant Professor
John F. H. Douglas, Instructor
John G. Purcell, Jr., Instructor
Alexander C. Stevens, Instructor
Robert L. Stearns, Instructor
Frederic S. Tappan, Instructor
George A. Gulligan, Machinist

SIBLEY COLLEGE OF
MECHANICAL ENGINEERING AND
THE MECHANIC ARTS

CORNELL UNIVERSITY

Ithaca, N. Y. April 29, 1914

Mr. Frank J. Sprague,
Consulting Engineer,
165 Broadway,
New York City.

My dear Mr. Sprague :-

I had an opportunity lately to hear the new Edison Phonograph with the diamond point, and I was impressed by the improvement in the rendition of piano music. I should like very much to have one or two pieces of my repertoire recorded, for this new machine, and I am taking the liberty of asking you to bring this matter to Mr. Edison's attention, knowing that you are personally acquainted with him.

I am enclosing a few programs of my former recitals, which you may send to him, with such information and comments about my playing as you may see fit.

Of course, I do not claim to have anywhere the same technique as the professional pianists of international reputation, but I have made a special study of the touch and the piano tone and it is for this reason that I expect to be able to produce successful records.

You understand, of course, that for me this is a matter of professional interest and not of pecuniary gain. Perhaps I could arrange to come to their factory for a few days during the summer, and work with them until I get a rich singing tone on the record. I have heard from several people that my piano tone is especially good, and, of course, this ought to give a good record.

I would not take any very difficult piece, but some well known popular work, say of Chopin, and play it in a way in which it would appeal to the average buyer of phonograph records.

Perhaps the simplest way for you would be to forward this letter to Mr. Edison with such further comments as you may see fit to make.

With my best regards and hearty wishes to yourself and Mrs. Sprague in which Mrs. Karapetoff joins me, I am,

Very sincerely yours,

V. Karapetoff

Say that Edison does not want to put out piano pieces yet as he thinks the technique of recording has not reached sufficient perfection but

he is convinced Karapetoff hopes shortly to be able to record piano perfectly

May 2, 1914.

Messrs. Grimes, Briggs, Hoffman, Kiroher:

RE DISC RECORD MANUFACTURE.

Effective today, Mr. Hird will be Manager of Disc Record Manufacturing Department and will have full charge of the entire manufacture of Disc records, which includes supervision of foremen in the different manufacturing departments; the engaging and discharging of employees for the different manufacturing departments; the manner in which work in the different departments is to be handled; the instructions as to which particular moulds are to be operated; the matter of working over-time or operating a full night shift; and all other matters pertaining to the turning out and placing in stock of commercial Disc records after plated white masters have been approved by Mr. Edison.

Until Mr. Hird gets thoroughly acquainted and familiar with his work, Mr. Moore will co-operate with and render to him every assistance possible, after which Mr. Moore's duties will be only on the experimental and technical end.

The placing of Mr. Hird in this position gives him full power and makes him absolutely responsible for the manufacture, quality and production of Disc records, the only exception being where technical questions arise relating to the process, and in such cases he is to refer the trouble to Mr. Edison for solution and instructions.

Until further advised, or until different arrangements are made, Mr. Hird will also be responsible for seeing that such records as are required for shipping orders are given preference, information as to the catalogue numbers of these records required being furnished him by the Sales Department.

Raw materials necessary for the production of Disc records will continue to come under the supervision of Mr. Baldwin, he at all times conferring with Mr. Hird as to what the requirements are, how far ahead we should provide ourselves with stock, whether raw materials received are of the proper quality, etc., etc.

CHW/IWW

C. E. Wilson

Copies to Messrs. T. A. Edison, Chas. Edison, (Meadowcroft), Moore, Dinwiddie, Baldwin, Kuhn, Maxwell, Ireton, Leeming, Niccolai, Paine, W. Eckert, Hutchison.

2

Mr Edison

I have just finished testing
Blue Audible records for May.

No. of Records	30
Bad Records	0
Noticable Runouts	1
Bad Surface	3
Noticable ..	4
Bad Selection	1
Fair only Selection	2
Bad Selection	0
Bad appearance	0
Rejections of Surface	0
% of whole - rejections	10%

The surface is caused by a poor
piece of celluloid, but I have gotten more
control of surface of later because of
uniformly better product than heretofore.

The physical appearance is
excellent. With workmanship
throughout.

5/4/14

MAX

Jay that I dropped *Especially* on picture
 recommendation to *drop* *up the disc*
 Phonos, as I *am a* *disc lover* & prefer to
 work on that *disc* *May 6, 1914*

LAW OFFICE OF
 EDWARD A. HIGHT,
 235 BROADWAY,
 NEW YORK CITY.
 TELEPHONE 8736 CONTRACTORS

Mr. Thomas A. Edison,
 Llewellyn Park, N.J.

I 8

My dear Mr. Edison:

best *later* *I* *mean* *Victrola*
disc *machine*

The First Presbyterian Church at Peekskill, New York,
 was greatly pleased with the concert upon your new diamond disc
 phonograph which you so kindly gave us on Friday night last, and
 a vote of thanks was unanimously given to yourself and also to Mr.
 Morgan who represented you that evening, which vote of thanks I now
 tender to you. We were greatly delighted with the working of the
 disc machine.

I had had some previous experience with the Victrola and
 it must be admitted that the Victrola records are exceedingly fine
 records and I do not know that the average person is discriminating
 enough to determine between the work of a good machine and a record
 by a great artist; but to the discriminating mind there is a great
 deal of difference as to whether a record is accompanied by the
 scratching or nasal twang of the Victrola or whether the tone is
 really pure and clear as it is in your machine.

I had already observed that in your cylinder machine
 the tone was particularly clear as compared with the Victrola;
 and the same appears to a greater extent in the disc machine.
 I understand that in a few of the last disc machines even the
 mechanical sounds occasioned by friction and which I do not regard
 as impairing the quality of the tone have been obviated. If so,
 it would seem that the last word had been said in respect to the
 phonograph.

I enjoyed Mr. Morgan's visit very much (I entertained him
 at dinner) and we talked extensively about your inventions. I was
 particularly interested in your work in respect to seeing people over
 the telephone as well as hearing them. I assume that this is
 not possible to magnify objects through some such method
 without the interposition of a lens. The difficulty of gather-

ing sufficient light through an object glass of a telescope
 increases so much with the diameter of the glass that it seems
 to me that if we could substitute for the vibrations of light
 received from the object viewed, light emanating from the object
 vibrations put in motion by the light emanating from the object
 the same as the vibrations of electricity of a telephone are put
 in motion by the human voice which is intensified by such vi-
 brations, we might be able to magnify in the way suggested and
 have an infinitely strong microscope or telescope according to
 the power used in reproducing the vibrations.

yours very sincerely,

Boleifer Hart

* I mean without the large object
 glass at the big end of the telescope;
 but as lens of the usual size there
 are of course a few useful eye pieces, so
 combinations with the infinitely artificial range of light.

TOTAL PRODUCTION 18,000 DOZEN PAIR DAILY.

HOSIERY

CONTROLLED BY

Chas. Chipman's Sons

FRANK L. CHIPMAN

W. EVAN CHIPMAN

88 LEONARD ST. N.Y.

F. L. CHIPMAN, PRESIDENT MANAGER.

CHIPMAN KNITTING MILLS, EASTON, PA.
UNION MANUFACTURING CO., UNION POINT, GA.
HOLSTON HATS CO., LENOIR CITY, TENN.
DAVIS HOSIERY MILLS, CHATTANOOGA, TENN.
CLIMAX HOSIERY MILLS, ATHENS, GA.
RICK KNITTING CO., READING, PA.

MILLS

LOWELL HOSIERY CO., LOWELL, MASS.
HARTFORD HOSIERY MILLS, HARTFORD, CONN.
CHIPMAN-HOLTON KNITTING CO., HARTFORD, CONN.
HARRIS HOSIERY MILLS, WARTON, DELAWARE
FLAT ROCK HOSIERY MILLS, FLAT ROCK, N.C.
GERMANIA HOSIERY MILLS, PHILADELPHIA, PA.
PRISCILLA KNITTING MILLS, LOWELL, MASS.

NEW YORK May 6, 1914

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:

I have yours of the 1st, and wish to assure you right here that if all your singers left you it would make any difference so long as you still had your orchestra, bands and instruments left. Out of these on your machine I could get infinitely more enjoyment than from the best singers on other machines. This is no loose bombast; it is a candid and honest expression of opinion.

I feel very keenly for you as no doubt it was a sad blow to find that these people loved art not for its own beautiful sake, but for the filthy lucre they could get out of it. This is positively sickening, and makes me feel that I would sooner hear a xylophone solo (a most barbarous instrument) than hear them.

Since writing you the other day I have heard these people on the Victor machine, and although I expected that these records would fall short to the ones that you made, and so prepared in a measure what to expect, I must say, even at that I was surprised at the poorness of these records. I prophesy that the day will come when these singers will be very sorry for the action they have taken, and beg to be allowed to have you record their voices again.

Assuring you of my heartfelt interest in your machine, and trusting that you will give us plenty of Mozart, Beethoven and Wagner music in the near future, I remain,

Yours very truly,

H. Kobb.

P.S. Please record Beethoven's Egmont Overture and Mozart's Don Juan, of which you made ~~such beautiful~~ records on your old cylinder machines.

As soon as I get things fixed I am intend
recording Beethoven's Brahms & best
Symphonies & chamber music —
H

May 7, 1914.

Messrs. Maxwell, Bergeron, Holden, Stevens, J. C. McChesney,
Oill, Ireton, Durand, Redfearn, W. Smith, F. J. Rekert, Hudson,
Davidson, Rogers, Youngs, Phillips, Cheesire, Baldwin, Burnham,
Plimpton, L. W. McChesney, W. H. Miller, Wetzel, H. Miller,
J. S. Brown, Green, Sease, Hutchison, Nicolai, Radecovcroft,
Leeming.

Please be advised that Mr. Thomas J. Leonard
has been appointed Assistant Sales Manager of the Amusement
Phonograph Sales Department, effective May 4, 1914.

Mr. Leonard has been succeeded in the Dictating
Machine Department by Mr. T. C. Brown.

C. H. W

CHW-AH

Copy to Mr. Edison.

A. Wurth:

Will you send a sample
of John Frederick who sang a
German song for us (not yet list)
to Hayes to show Mr Edison
to see if he cares to use
him on disc

W H Miller

Received 5/11/91

A.C.I.

May 8, 1914



Mr. Hird:-

Mr. Edison has selected the fifteen disc records shown on attached sheet to form fourth supplemental list.

The object in preparing an additional list at this time is to enable you to advance the work as much as possible, but it is understood that the work on these numbers shall not interfere with producing regular stock records, or the third supplemental list.

A.C. Edison.

C. Copee to Messrs. Edison, Wilson, Maxwell, McChesney.

AUTHOR OF
SHORT TITLES OF BOOKS ON PALMISTY
CHURCH HUND BOOKS OF PENNSYLVANIA
ARTICLES ON HYPER AND TONER
ETC. ETC.

MEMBER OF
HISTORICAL SOCIETY OF PENNSYLVANIA
PHILADELPHIA CLUB OF PHILADELPHIA
LIBRARY CLUB OF PENNSYLVANIA

6200 Westminister Ave., Philadelphia

May 9th, 1914

W. H. Meadowcroft, Esq

Orange, N.J.

My dear Sir,

I was much obliged for your kind letter and have waited as you suggested. I now enclose herewith a letter to Mr Edison which I think will put my ideas plainly before him.

You will see I do not wish to go headlong into the matter, in fact doing so would in my opinion spoil the whole affair: and if Mr Edison thinks well of my proposition I think I could be of material assistance to him as my knowledge of music is very wide

Yours truly

Geo. Warrington

AUTHOR OF
SHORT TITLES OF BOOKS ON PENNSYLVANIA
CHURCH MUSIC BOOKS OF PENNSYLVANIA
ARTICLES ON MUSIC AND TONES
ETC., ETC.

MEMBER OF
HISTORICAL SOCIETY OF PENNSYLVANIA
PHILADELPHIA CLUB OF PENNSYLVANIA
LIBRARY CLUB OF PENNSYLVANIA

6200 Westminister Ave., Philadelphia
May 9th, 1914

Thomas A. Edison, Esq
Orange, N.J.

A12

Dear Sir,

As I cannot very conveniently go to Orange at this time I will try to put on paper the reasons which induce me to suggest a better class of music for the Phonograph.

I very much regretted having the Overture to Samson played to you, as that piece of music is not suited for the piano. In order to appreciate it, it should be played by a full orchestra. On the piano it sounds thin, and I hardly wonder at your not caring for it. On this ground that piece as played did not exemplify what I meant.

There is no doubt a large amount of trashy music is on the market, and equally there is ~~no~~ doubt it is bought; but my argument is, that people would buy good music if offered, and that trash can only be supplanted by the offer of the good.

That light and even trashy music must to some extent be supplied for the Phonograph is undeniable, but I claim that if good music, properly performed, be judiciously placed on the market there would soon be a sensible decrease in the other.

One great difficulty about the music which I urge is that few know how it should be performed. Take the two best known specimens of this music: the Hallelujah Chorus and the Largo, both by Handel; they are played much too fast, not only on the Phonograph but also at concerts and the time marks in most music are wrong. In quite a number of cases where I have succeeded in getting them played properly, the admission has at once been made how much better they sound.

My suggestion is, that you employ me to select and supervise the performance of such music. This would not take all my time, and of course compensation could be proportionate, as I should not recommend any large number of pieces at first, but that they be chosen with care, looking not only to good quality, but also to possibility of popularity. Each piece should be such as to appeal not only to the musically educated but also to those who are not. My experience has been that good music is as enthusiastically enjoyed by the non-musical as by the musical.

As to my musical library, I do not see you would gain ~~good~~ by owning it as there is such in it which would be of little use to you, but if you secured my services I should use such parts of it as would give what I want for your purposes.

An incident occurred a few days ago which forcibly illustrates my point. A young lady of my acquaintance has a phonograph which she much enjoys, and she has a good knowledge of music. Next door to her house a couple moved in who had a Player piano on which the trashiest music was rattled off such to her disgust. Talking with the wife my friend suggested some better music among other pieces Handel's Largo. This was purchased and a few hints as to tempo given. As a result rag time music has been abandoned and good music rules. This is one instance only.

I cannot help the feeling that if the phonograph be treated as an educational factor it has a much wider field than at present, and it is to field I should devote myself if you and I come to terms, as I think I may say without vanity I possess more knowledge on this point than most.

On the simple ground of practical business it seems to me there is much more profit in discs which will steadily sell for years than there is in those of temporary popularity.

Yours truly

Jas. Warrington

Jas. Warrington

Cincinnati, O. May 10, 1914.

Mr. William H. Meadowcroft,
Thomas A. Edison,
Orange, N. J.

My dear Mr. Meadowcroft:-

See how Narrative They are to
Commercialism
As you know on April 8th, 1914, I was placed
on the Biennial Program. (See enclosed letter). *Return to Meadowcroft*

You may remember how delighted I was, and Mr. Edison received letters from Club women relative to my appearance on the platform. April 29th, received communication from the Chairman of Music that I would not be allowed to go on the Program, (see enclosed letter) owing to the commercialistic nature of my work. After careful reading of the excerpt from the Constitution of General Federation of Women's Clubs, and knowing I did not come under it left my work in Detroit and arrived in Cincinnati, April 30th to trace cause of change and find out, if possible, what influence was at work, and in what way the commercialistic aspect had been given my work after being placed on the Program, for, as you know, both Mr. Edison and myself have rigorously avoided commercialism. Early Friday morning, called on Mrs. Maxwell and found her very much distressed and helpless, before a Committee whose names she did not know. She was very glad of the stand I intended taking to resent most forcibly the imputation that I had used or intending using the platform of Women's Clubs for advertising commercialistic purposes. She requested me to write her a letter, which she could send to the Chairman of the Program Committee, stating that I stood for education and used the Phonograph as the educational factor. (See enclosed letter).

Saturday, went to Tiffin arriving there 9.30 P.M., having sent a long distance to ascertain if the Chairman of the Program Committee was at home. Had a conference with her Sunday morning. Almost the first words she said were "If we let you on our Platform, the Victor people will want to come on also as they are also doing commercialistic work advertising". I think that before I left she had readjusted her mind to the fact that it was not Mr. Edison's idea of using Clubs through me for advertising purposes, and as he had revolutionized commercialism, so now he was revolutionizing education, the moving pictures and phonograph being the principal factors. Reached Cincinnati Sunday night and had another talk with Mrs. Maxwell Monday morning. She, in the meantime, wrote to the President of the Federation, and also suggested that I attend the May Festival, which was in then in session, appearing in her box in the course of the evening, and thereby getting in touch with some prominent musical people, who were in the city attending the festival. This seemed necessary as without a doubt some of the members of the Committee living in Cincinnati were to be there that evening and needless to say that my relations to Mrs. Maxwell were being watched, in order to give them a clue and they were taking their cues from that.

Tuesday, Wednesday, Thursday, Friday, and Saturday I was extremely busy making appointments, and having talks with Club women, the woman Dean of the University, Miss Laws, of the Board of Education, and various other people necessary to help accomplish, if possible, to regain my place on the Program. Today, I left for Detroit

with this affair still unsettled, but as ~~Wendell~~ said " Even if I am through some powerful influence taken off the platform, she would still consider me victorious, as never in the history of the Federation had a more interesting question arisen, and Club women from many States were greatly interested in the outcome, some of them expressing the ~~new~~ idea that if it was a special form of advertising Mrs. Ilsen was looking for nothing could have been more effective than this which Fate had thrust upon her".

The woman Dean of the University, who is scheduled to appear on the same platform that I was, gave me an hour of her valuable time yesterday, and told me intended to write to the Chairman of the Program Committee that she would be very proud to appear on the platform with me and the Edison Diamond Disc, as she considered it one of the most valuable educators in the world. In the words of the Bible, "I have fought a ~~good~~ fight", and sorry I cannot add that the battle is won. There is nothing to do now but wait. I have just finished a long letter to the President of the Federation, and we all must await her decision.

Yours sincerely,

Richard Allen
Thos. A. Edison First Woman
Representative

Ponchartrain Hotel, Detroit, Mich.

After all, it is a matter of congratulation
that my work has assumed such
heights, as to render this influential
attack necessary ~~and~~.

[ATTACHMENT/ENCLOSURE]

Cincinnati, O. May 9/1914.

Mrs. G. Y. N. C.

Mrs. Percy V. Pennybacker,

Miss Poppenheim, Keystone Magazine,

Charleston, S.C.

My dear Mrs. Pennybacker:-

Over a hundred years ago John Mills, Pres. of the Pennsylvania University said, "Discourse, especially short discourse, should be so obvious that every one could understand, and more than that, it should be so clearly put that there could not be the slightest possibility of any one misunderstanding." Therefore, I trust that this letter will place the object of my work before you so clearly, that you will not misunderstand it.

When Mrs. Lawrence Maxwell on April 8th placed me on her Biennial Program I was very happy until April 29th, when I received a letter from her. (Copy enclosed).

Having federated two clubs a number of years ago, and having presented the educational feature of the phonograph first to the Federated Clubs of Washington, D.C., you may realize my loyalty as a Club woman. Knowing that the lines in quotation marks in no way apply to my work, last Thursday I arrived in Cincinnati to endeavor to readjust this extremely distressing condition of affairs, regarding my removal from Mrs. Maxwell's Program. For you see, my dear Mrs. Pennybacker, as I have appeared on platforms of Clubs, federated and unfederated during my year's work, it is but right that I should resent the imputation that I have used said platforms for advertising commercialistic purposes. Those interested in the Biennial, with whom I have talked all agree that my work is educational and humanitarian alone.

It is regrettable that I could not reach you for a personal interview. You may remember meeting me at the Washington Council last Spring, but do not think that the work I was then doing is representative of what I am now engaged in, which has steadily grown in educational strength and character. Mrs. Andrews and I were going over those first days a couple of weeks ago in Washington, when I so gladly told her I was to appear on the Biennial Program.

Thanking you for your kindly consideration, and trusting to hear from you at your earliest convenience, regarding my place on the Program, I remain, Yours in all sincerity,

Frederick Stearns

My address will be, Hotel Pontchartrain, Detroit, Mich. For the next ten days.

DR. ULRICH HARDER
8015 FLORISSANT AVENUE
ST. LOUIS, MO.

May 12, 1914.

Thomas A. Edison, Esq.,
Orange, N.J.

Dear Sir:

A timely pointer:

If a man buys a gun, he takes it for granted that he can obtain any time a new supply of ammunition for said gun. The same privilege I expected to enjoy when I enlivened my home with one of your Pearlores Diamond Disc Phonographs, equipped with a select number of records.

For a while I could replenish my repertoire from Mr. Silverstone's stock, but since the last three months a decided discord between demand and supply in the Disc market made itself noticeable, and even Mr. Silverstone's memorable birthday trip to Orange brought no relief. I grant that every one who is so happy as to possess one of your divine instruments is anxious to get new records from time to time and that it is hardly possible to fill the enormous demand -- I say hardly, because to Thomas A. Edison nothing seems to be absolutely impossible.

I therefore move that you get a hump on yourself, Mr. Edison, and furnish the famished host of admirers of your celebrated phonograph with new charming records. The Tango fever has abated somewhat; this leaves again room for classical music, of which there is surely enough in store with your orchestra and the illustrious company of soloists.

Most respectfully, I remain
Yours very truly,

Ulrich Harder

[ATTACHMENT/ENCLOSURE]

MEADOW CROFT.

Thank him & say we have
had an awful time getting
our factory processes right
but we are getting near daylight
soon will be able to

produce ~~etc~~ in any amount,

As a matter of Curiosity

What are the 4 beat songs
& 4 beat instrumental you
like,

S

OFFICE MAY 13-1914.

MEADOWCROFT

*Good
file + keep
up to date*

MR. MEADOWCROFT:

I have just made up lists of Jobbers to date for desk use of the officials and heads of Departments. Thinking Mr. Edison or you would like a copy, I am sending you one herewith. As you will notice where Jobbers are handling the Cylinder line only, the word "Cylr." appears to the left of the name and address; where the word "both" appears, it means that such Jobbers are handling both the Disc and Cylinder goods. There is only one Jobber handling the Disc line only--El Paso Phonograph Company, 308 San Antonio Street, El Paso, Texas, which concern has just been accepted by the Sales Department.

Of course, changes occur occasionally in the matter of Jobbers as to name of firm, address, or addition of new Jobber or the removal of Jobbers. If you wish us to advise you as to these changes, we, of course, will be glad to do so, or if you prefer, you can send the list down occasionally to be checked up.

E. E. DAVIDSON.

[ATTACHMENT/ENCLOSURE]

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#####  
#  
# JOBBERS' LIST....MAY, 1914. #  
#  
# Superseding all Previous Lists. #  
#  
# MR. THOMAS A. EDISON. #  
#  
#####
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[ATTACHMENT/ENCLOSURE]

LIST OF DISC AND CYLINDER JOBBERS.

Cylinder.....Cylinder Only.
Both.....Disc & Cylinder.

ALABAMA.

Cylr.	BIRMINGHAM	Talking Machine Co.	1916 Third Ave.
"	MOBILE	W. H. Reynolds	167 Dauphin St.

CALIFORNIA.

Both	LOS ANGELES	Southern California Music Co.	332 So. Broadway
"	SAN FRANCISCO	Pacific Phonograph Co.	140 Geary St.

COLORADO.

Both	DENVER	Denver Dry Goods Co.	619 - 16th St.
Cylr.	"	Hext Music Co.	15th & California Sts.

[ATTACHMENT/ENCLOSURE]

CONNECTICUT.

Both	NEW HAVEN	Pardee-Millenberger Co. Inc. 96 State St.
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GEORGIA.

Cylr.	ATLANTA	Atlanta Phonograph Co.	88 No. Pryor St.
"	WAYCROSS	Youmans Jewelry Co.	

ILLINOIS.

Both	CHICAGO	The Phonograph Co.	229 So. Wabash Ave.
Cylr.	"	Babson Brothers	2845 W. 19th St.
"	"	James I. Lyons	25 W. Lake St.
"	PEORIA	Putnam-Page Co., Inc.	211 So. Adams St.
"	"	Peoria Phonograph Co.	416 So. Adams St.
"	QUINCY	Quincy Phonograph Co.	411 Hampshire St.

[ATTACHMENT/ENCLOSURE]

INDIANA.

Both	INDIANAPOLIS	Kipp-Link Phonograph Co.	345 Massachusetts Avenue.
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IOWA.

Both	DES MOINES	Harger & Blish	811 Walnut St.
Cylr.	SIOUX CITY	Harger & Blish	315 Court St.

MAINE.

Both	BANGOR	Chandler & Co.	84 Hammond St.
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MARYLAND.

Cylr.	BALTIMORE	E.F.Droop & Sons Co.	321 No. Howard St.
Both	"	McKee Instrument Co.	310 No. Eutaw St.

[ATTACHMENT/ENCLOSURE]

MASSACHUSETTS.

Cylr.	BOSTON	Eastern Talking Machine Co.	177 Tremont St.
"	"	Iver Johnson Sporting Goods Co.	163 Washington St.
Both	"	Pardee-Ellenberger Co.	66 Batterymarch St.
Cylr.	LOWELL	Thomas Wardell	111 Central St.

MICHIGAN.

Both	DETROIT	American Phonograph Co.	252 Woodward Ave.
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MINNESOTA.

Both	MINNEAPOLIS	Laurence H. Lucker	515 Marquette Ave.
Cylr.	ST. PAUL	W. J. Dyer & Bro.	21-23 W. 5th St.
"	"	Koehler & Hinrichs	255 E. 3rd St.

[ATTACHMENT/ENCLOSURE]

MISSOURI.

Both	KANSAS CITY	The Phonograph Co. of Kansas City 1012 Grand Ave.
Cylr.	"	Schmelzer Arms Co. 1214 Grand Ave.
Both	ST. LOUIS	Silverstone Music Co. 1124 Olive St.

MONTANA.

Both	HELENA	Montana Phono. Co. Parchen Drug Co. Propr. 108 Broadway
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NEBRASKA.

Both	OMAHA	Shultz Bros. 1408 Farnam St.
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NEW HAMPSHIRE.

Cylr.	MANCHESTER	John B. Varick Co. 809 Elm Street
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[ATTACHMENT/ENCLOSURE]

NEW JERSEY.

Both	HOBOKEN	Eclipse Phonograph Co.	203 Washington St.
Cylr.	PATERSON	James K. O'Dea	117 Ellison St.

NEW YORK.

Both	ALBANY	American Phonograph Co. (H.D.Griffin)	707 Broadway
Cylr.	"	Pinch & Hahn	402 Broadway
"	BUFFALO	W. D. Andrews	632-34 Main St.
"	"	Neal, Clark & Neal	645 Main St.
"	ELMIRA	Elmira Arms Co.	117 Main St.
"	NEW YORK CITY	Blackman Talking Machine Co.	97 Chambers St.
"	"	John F. Blackman & Son	2737 - 3rd Ave.
"	"	I. Davega, Jr., Inc.	125 W. 125th St.

[ATTACHMENT/ENCLOSURE]

NEW YORK...Continued.

Cylr.	NEW YORK CITY	S. B. Davega Co.	831 Broadway
"	"	Greenhut-Siegel-Cooper Co.	6th Ave. & 18th St.
Both	"	The Phonograph Corporation of Manhattan	443 Broadway
Cylr.	ROCHESTER	Talking Machine Co.	97 Main St. E.
"	SYRACUSE	W. D. Andrews Co.	216 E. Washington St
Both	"	F. E. Bolway & Son	325 W. Fayette St.
Cylr.	UTICA	Arthur F. Ferriss	89 Washington St.
"	"	William Harrison	312 Columbia St.

OHIO.

Both	CINCINNATI	The Phonograph Co.	418 Main St.
"	CLEVELAND	The Phonograph Co.	1260 Huron Rd.
"	TOLEDO	Hayes Music Co.	422 Superior St.

[ATTACHMENT/ENCLOSURE]

OREGON.

Both	PORTLAND	Graves Music Co.	111 Fourth St.
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PENNSYLVANIA.

Both	PHILADELPHIA	Girard Phonograph Co.	10th & Berks Sts.
Cylr.	"	Louis Buehn	825 Arch St.
"	"	Penn Phonograph Co.	17 S. 9th St.
"	"	H. A. Weymann & Son	1010 Chestnut St.
Both	PITTSBURGH	Buehn Phonograph Co.	713 Penn Ave.
Cylr.	SCRANTON	Ackerman & Co.	537 Linden St.
"	"	Technical Supply Co.	Wyoming Ave.
Both	WILLIAMSPORT	W. A. Myers	127-129 W. 3rd St.

[ATTACHMENT/ENCLOSURE]

RHODE ISLAND.

Cylr.	PROVIDENCE	J. A. Foster Co.	Weybosset & Dorrance St.
"	"	J. Samuels & Bro.	148 Weybosset St.

TENNESSEE.

Both	MEMPHIS	Atwood Phonograph Co.	62 So. Main St.
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TEXAS.

Both	DALLAS	Southern Talking Machine Co.	1816 Main St.
Disc Only	EL PASO	El Paso Phonograph Co.	308 San Antonio St.
Cylr.	EL PASO	W. G. Walz Co.	
Both	FORT WORTH	Texas-Oklahoma Phono. Co.	828 Monroe St.
"	HOUSTON	Houston Phono. Co.	1008 Walker Ave.

[ATTACHMENT/ENCLOSURE]

UTAH.

Both	OGDEN	Proudfit Sporting Goods Co.	351 - 24th St.
Cylr.	SALT LAKE CITY	Consolidated Music Co.	109 S. Main St.

VERMONT.

Cylr.	BURLINGTON	American Phonograph Co.	124 College St.
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VIRGINIA.

Both	RICHMOND	C. B. Haynes & Co.	121 W. Broad St.
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WASHINGTON.

Both	SEATTLE	Pacific Phono. Co., N. W.	311 Maritime Bldg.
"	SPOKANE	Graves Music Company	909 Riverside Ave.

WISCONSIN.

Both	MILWAUKEE	The Phono. Co. of Milwaukee	213-215 Second St.
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[ATTACHMENT/ENCLOSURE]

C A N A D A

Both	MONTREAL	R.S.Williams & Sons Co., Ltd., 59 St.Peter St.
Both	QUEBEC	C. Robitaille, 320 Rue St. Joseph.
Both	ST.JOHN,N.B.,	W.H.Thorne & Co., Ltd., 42 Prince William St.
Both	TORONTO	R.S.Williams & Sons Co., Ltd., 143 Yonge St.
Both	VANCOUVER	Kent Piano Co. 558 Granville St.
Both	WINNIPEG	R.S.Williams & Sons Co., Ltd., 421 McDermott Ave.
Both	"	Babson Bros., 355 Portage Ave.
Both	CALGARY	R.S.Williams & Sons Co. Ltd., 308-11th Ave.E.

A²¹

MEADOW CROFT.

Los Angeles Calif.
May 14. 1914.

Thomas A Edison
(Orange N. J.)

Say that the 1st claps
put out. we not good but
our later claps are very

Dear Sir:— Several months ago I
purchased from a local ^{example and they are set}
Model B60 disc ^{so the record always plays}
of a mechanical and inventive disposition
remodeled the cabinet, at home, according to
my own ideas, making an addition to
our home, of which I am very proud.
The ~~it~~ which we paid for it has
been returned ^{as 90% of our time and}
the pleasure ^{about its wonderful music}, as I
consider it the greatest photograph, and best
mechanical music ever put on the market.

However the object of my writing, is that
I also made and installed in it, an
automatic shut-off, which is, considered by those
who have seen it, a big improvement on the
one which you show on your higher priced
machines.

The features of it are that it is extremely
simple, can be operated by a child, and can
be adjusted to long and short discs and
never fails. It is especially convenient when
used for dancing.

After inquiring at music stores, I find
that they do not use your shut-off because
it is too much bother to set, and even then

it usually shuts off too soon.

Everyone who has seen this contrivance has advised me to write to you about it, and in so doing I am in hopes you will become interested, to the extent of allowing me to submit a drawing of same for your inspection, and that eventually ^{it will} become a mutual benefit, as any additional profit would be very helpful to me.

Enclosed you will find a Kodak picture which gives you an idea of the change made in the Model B60.

Trusting to hear from you concerning the above.

I am

Yours Sincerely

Jos A H Williams

1226 Crenshaw B'ld

[ATTACHMENT/ENCLOSURE]



THE GULBRANDSEN-CALVERT LECTURE-RECITALS

MME. GULBRANDSEN-CALVERT—*Contralto Soloist*

BRUCE CALVERT—*Lecturer*

MADAME
GULBRANDSEN-
CALVERT

NORWEGIAN
CONTRALTO

Norse Folk Songs

MODERN FRENCH
SONGS

GERMAN LIEDER

Concert, Recital,
Chautauqua and
Lyceum Programs



BRUCE CALVERT

"The Indiana Journal"

EDITOR

The Open Road

AUTHOR OF
Rational Education
Science and Health
etc., etc.

Secretary National Society
For The Promotion Of
Rational Education.

Founder & President
WORLD'S LEAGUE
FOR A SANE
CHRISTMAS

379 Hancock Street, cor. Throop Ave.,

BROOKLYN, N. Y.

Telephone Bedford 7553-8M

Mr. Thomas A. Edison
Orange N.J.

My Dear Mr. Edison:--

Thank you for the opportunity of making records of my Norse songs for the Phonograph. I have made four records containing nine songs which I hope may prove so successful that you will soon need some more. I have the largest collection of Norse songs I believe now in this country. There are hundreds of Folk Songs and Lyrics just as beautiful as the ones I sang for records. I also made a sample record of an English song which Mr. Miller will send to you. I hope you will like all my songs when you hear them. I can sing English or German songs as well as Norse any time you need them.

Permit me also to express my appreciation of the courtesy and efficiency of your recording department in New York.

And so I remain with all good wishes,

Sincerely,

Mme Gulbrandsen-Calvert.

BN/G

Hancock

May 14 1914

*Get
Hancock*

Please put me in mind and let me make records for the Open Road as soon as possible.

[ATTACHMENT/ENCLOSURE]

MME GULBRANDSEN-CALVERT

The Gifted Norwegian Contralto

Modern
French
Songs

German
Lieder



Norse
Swedish
German
and
Hungarian
Folk
Songs



The Songs of
Schumann
Schubert
Dvorak
Brahms
Grieg
Kjerulf
Nordraak
Sinding
Ole Bull
Franz
Hugo Wolf
Debussy
MacDowell

NORSE FOLK SONG

The Picturesque Hardanger Costume ^{worn}_{by the} Säter Jente
or Peasant Girl of Norway.

1

San Francisco Nov 14. 1814.

Mr Thomas Edison.

I Guess you will be Surprised at
the sheet which Mr. Milliken has
signed to it, untill I tell you that
he is unbalanced in mind,
And thinks that some person,
with one of your Machines, is
fingering out all his Lads, And
other See Cuts, And when he is
alone they are rehearsal. I think to
him, And can send that Cold
Waste of Air or him, he is a good
Steady hard working man, And I
thought probably if you would write
and tell him that your machines
are Capable of no such thing, it
help him. I enclose a stamped
envelope, address the letter to me and I
will deliver it to him.
Sincerely,
D. G. Jackson

Em. J. O. May 14, 1914
Mr. J. H. Edison

Dear Sir,

I am anxious to know, if the
Phonographs that you manufacture
Can be used by you said to record
person who may have one in his
possession, to torment his neighbor
by reversing the plates, and through
the heat from the oil, Can throw
Cold or hot Air on one, at a great
distance, Can he find out any
know secret things through
this machine, and constantly.
Annoy one by talking to him
all the time when he is alone.
Now Mr. Addison you will
Consider a great favor on me,
by telling me frankly about this
matter. I hope I would not believe
you when I still hear that these things
Can be done with one of your
machines Wm. Mulligan

Victor Talking Machine Co.
Camden New Jersey

[ATTACHMENT/ENCLOSURE]

Mr. Edison:

This is a letter from
a crank or partial lunatic
who imagines the phonograph
has some secret influence on
him.

Shall I write a
conciliatory letter?

W^m H. Halloway
May. 28/14

Yes that it can't
be done on our minds

5

May 14, 1914.

Messrs. Hird, Meadowcroft, Dickerson & Fife:

Hereafter Return
Sheets covering Disco Records are to be sent to Mr. Hird, and
after their condition has been reported, they are to be
sent direct to Mr. Meadowcroft for Mr. Edison's perusal, and
Mr. Meadowcroft has promised to return them to me with as
little delay as possible, so that the customer will not be
kept waiting for credit, if credit is to be allowed.

F. G. B.

MH

The Morehouse-Martens Company
 Importing Retailers of
 Dry Goods and Garments.
 134-146 S. High Street,

NEW YORK OFFICES
 SHIPPING, 380 CHURCH ST.
 BUYERS, 1870 BROADWAY



Wilson — Columbus Ohio 5/15/14
How about this
I wonder if this will
would it be good for
Barber

THOMAS EDISON,
 ORANGE, N. J.
 Dear Mr. Edison:—

The writer now connected with this firm was formerly general merchandises manager with the Gimble Bros. in New York. I have had the pleasure on several occasions in meeting you in the New York Gimble store and showing you through the Gimble plant. You no doubt know that we are one of your agents here for the Edison Diamond Disc Phonograph and am glad to say we are very much pleased with our department, which to my observation is as handsome a department as any talking machine department there is in New York. I have given quite considerable space to the Edison Diamond Disc Phonograph and we have advertised extensively. I am enclosing you our recent add.

My object in writing you is that I would very much like to obtain an agency for your Phonograph for a friend of mine in Sioux City, Iowa, and is connected with Davidson Brothers, who are the only live merchants in that town. There are only two other department stores in that city and you have your machines, I believe with The Fallatier Company, which I know are no where near the progressive merchants that The Davidson's are. The Davidson store does two million or more a year and I know that if you would place a department in their store it would be pushing your machine to the front which the Fallatier people will never be able to do.

I would appreciate a letter from you on this subject and assuring you that anything I can do to help The Edison Diamond Disc Phonograph I will be only too glad to do so.

Would also like to know when we may expect to get new records. We have every record you have so far gotten out but we could sell a great many more if we had new ones and more of them.

Trusting you are enjoying the best of health, I am,

Yours very truly,

C. Louis Maas

CLM/AMT

[ATTACHMENT/ENCLOSURE]

MAY SALES At The HOME STORE

Very Special For Thursday

A Coat Sale

65 Coats at \$5.00

42 Coats at \$6.50

39 Coats at \$7.50

All the Coats in this sale Thursday are worth from \$17.50 to \$30.00. No C. O. D.'s, Exchanges or Approvals.

It is absolutely impossible for you to match our prices or fine grade of silk suits and dresses, biggest variety in the city to select from, every one of them new arrivals and new models, no left overs or old styles that were marked down. More than 500 suits and dresses just arrived, a special and extraordinary purchase which we are offering at

A Third to a Fourth Their Value

Dainty Silk Kimonos \$3.95, Usually Priced at \$5.00

New long Billie Kimonos, in floral and Oriental patterns, Empire style ribbons trimmed. Some are of plain silk in navy and black. A splendid assortment of light and dark colors. Specially priced at \$3.95.

\$7.00 Kimonos at \$5.95

Long Kimonos of heavy silk meaning Empire style with wide border patterns, in beautiful floral effects. Colors, black, rose, Copenhagen, navy and tan. Special for May Sale at \$5.95.

Kloffe Petticoats \$5.00

We usually ask \$6.75 for these perfect fitting petticoats. Made of Jersey or mouseline in a variety of pretty new colors, including white, purple, navy, brown, gold, peach, Russian green and American Beauty. Priced at \$5.00.

(Third Floor)

Mrs. Hattie Watkins

Is Now in Charge of the Beauty Parlors in This Store

Mrs. Watkins is an expert in scalp treatments, manicuring, facial massage and she is now located in the most complete Beauty Parlor in Central Ohio.

(Fourth Floor)



The Sale Every Columbus Woman Is Awaiting
It's Our Greatest Semi-Annual

Extraordinary Trimmed Hat Sale

Coming just when Summer Millinery sale will create a sensation to try is foremost in "Millady's" mind, a value giving.

We Will Sell 500 Trimmed Hats Thursday

In order to do this we have reduced every hat to such a low price it should be sold between 9 A. M. and 12 M. If it is not, the price will be further reduced for the hours of 12 M. to 3 P. M., and if still here, another reduction for the hours of 3 to 5 P. M. Each hat bears a ticket similar to one illustrated here, showing prices for different hours on Thursday.

Every Stunning Trimmed Hat Goes in This Sale

The best will quickly be chosen, therefore be here at 9 A. M. No hat can be laid aside or held for anyone, and no hat after being sold will be taken back. There is nothing reserved. Choose any hat in stock. Gorgeous Dress Hats trimmed with paradise, gourd and ostrich plumes, smart Street or Tailored Hats of fashionable shapes and trimmings, in fact, every modish design will be found here.

Remember! This Sale for One Day Only

We expect the largest attendance of any millinery sale ever held in Columbus, so we advise those wanting the choicest selections to plan to be here promptly at 9 A. M. Window and pattern lots included. Columbus womenfolk know "The Home Store" carries only high-class millinery.

For Tomorrow---A Special Prepared Concert to Demonstrate the Superiority of the Edison Diamond Disc Phonograph

In the Edison Shop at 2 O'clock---Everyone is Cordially Invited---Bring Your Friends

PROGRAM

[CONTINUED ON NEXT FRAME]

"now located in the most complete Beauty Parlor in Central Ohio."
(Fourth Floor)

We expect the largest attendance of any millinery sale ever held in Columbus, so we advise those wanting the choicest selections to plan to be here promptly at 10 a. m. Window and pattern hats included.
Columbus womenfolk know "The Home Store" carries only high-class millinery.

For Tomorrow--A Special Prepared Concert to Demonstrate the Superiority of the Edison Diamond Disc Phonograph

In the Edison Shop at 2 O'clock---Everyone is Cordially Invited---Bring Your Friends

PROGRAM

- | | |
|---|---|
| 1. <i>Alma Indian Intermezzo</i>Lindsay
Brass Orchestra. | 6. <i>Hungarian Rag</i>Leshberg
Brass Orchestra. |
| 2. <i>When the Robins Nest Again</i>Howard
Soprano and Chorus. | 7. <i>A Dream</i>Bartlett
Contralto Solo. |
| 3. <i>Ah, So Pure--"Martha"</i>Platow
Tenor Solo. | 8. <i>Celeste Arda</i>Verdi
Tenor Bongi. |
| 4. <i>William Tell Overture</i>Rossini
Brass Orchestra. | 9. <i>Sympathy</i>Friml
Soprano and Tenor. |
| 5. <i>Lullaby, from Ermine</i>Jankowski
Soprano. | 10. <i>Polonaise in A</i>Wieniawski
Piaola Solo. |

[ATTACHMENT/ENCLOSURE]

Would You Go Back ?

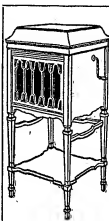
To the key winding watch, when we have stem winders ?
To the kerosene lamp, when we have gas and electric lights ?
To the horse cars, when we have electric cars ?

Why buy a sound reproducing machine that requires a constant changing of needles ?

You might just as well go back to the above mentioned things.

This is the reproducer that Thomas A. Edison worked 34 years to produce. A reproducer that truly reproduces music as it should be, faithfully bringing out all the overtones or tone colors.

Anyone may acquire a \$60.00, \$80.00, \$150.00, \$200.00 or \$250.00 Edison Diamond Disc Phonograph on convenient terms. It will be worth your while to visit the Edison Shop.



Model A150.
Price \$150

Hear Them All--Then Come to the Edison Shop and Hear the Edison Diamond Disc

You will agree there is no comparison. The beautiful tone qualities are to be found only in the Edison.

The first impression and the last impression you receive from the new Edison is one of music. Music rightly played will continue to be your continuous thought.

The Records

Are made of entirely new material--being practically unbreakable--the thousands of reproduction will be as perfect as the first.

The motor is stronger and more costly than any other motor with the result that the beautiful tone qualities are perfectly sustained at all times.

You Must Hear This Wonderful New Edison to Appreciate It

(The Edison Shop, Fourth Floor.)



Model A200
Price \$200

Morehouse-Martens

H28
Ottawa Kansas 5-20-14.

Mr Thomas Edison
Orange N.J.

Dear Sir

I would like to ask You if in all Your experimenting if You ever tried to make Phonograph Records on glass, would it be possible to mold them on glass, and would it not do away with all noises if it were possible, I have just bought one of Your New Edison Disc Machines from Mr Hjort here at Ottawa I think in Your New Disc Machine and records You have made a great step forward in sound reproduction

Yours Truly

C.E. Moore
820-North Main Street
Ottawa Kansas

Say they have been made in glass but its too difficult we expect to eliminate the surface noises altogether in short time

Northrup

Hopewell, N.J., May 20, 1914.

Mr. Thos. A. Edison,
East Orange,
N.J.

Dear Sir:

My brother and I, baritone and tenor, were given a trial in your laboratory three weeks ago. We were told that if we proved acceptable we would hear from the Company in two weeks. As we know you give your personal attention to every record as a final test, we venture to address you asking wherein we failed, so that we may strive to correct whatever the trouble is, and try again. I am sure you will agree with us, that it is but natural we should be anxious to know whatever our faults are, as we may profit by it.

We hoped so for favorable results from our hearing with the Company. We work under such disadvantages in a little country town, and with means so limited that we can ill afford a trip to New York even when possible to secure the promise of hearing, and it is doubly discouraging to young singers like us to be turned down and not know why.

We are only too glad of any criticism from one who knows.

Yours very respectfully,

Wm. W. Northrup

Form 2

Mr Hayes

Recording kept say -

trial

*not good enough
to send over -*

Hayes

TELEPHONE 610 WORTH

De Forest, Lee

CABLE ADDRESS RADIOTEL N. Y.

RADIO TELEPHONE & TELEGRAPH CO.

309 BROADWAY

NEW YORK

1391 Lexington Ave

N.Y.C.

May 20/14

My dear Mr. Edison

Mr. Miller, 79 Fifth Ave. was
good enough to give Mrs. De Forest a try out
of her voice at the Studio yesterday.

I certainly hope you will like
this record well enough to give her
a chance professionally, for her
natural voice is of exceptional quality
and sweetness.

It would "help like everything"

Form 2

if you can approve!
Recording left say -
that not good
Enough to stand on

Very Respectfully Yours
Lee de Forest

Messrs. Nehr-Wurth-Payne-Watson-McCheesney-Weber-Kuhnen & Baldwin:-

A special meeting of the Record
Committee was held Thursday morning, May 21st, for the
purpose of listening to eight Norwegian selections, and
the following numbers were approved:

<i>Cat. 244</i> 9234 - Venetiansk Berenade & Heppen var den	Hammer
9237 - Sidste Reis	"
9233 - Han Mass aa'n Lasse	"
9235 - Ingrida Vise & Kom med Vesor	"
9238 - Synnoves Sang	Mme. Gulbrandsen
9236 - Jeg Lagdeinig-Paal Paa Haugaa Ha du Kji Hoppa	"
9232 - Bissam-Ilfjer Ojaet-en Liten Out	"
9234 - Huldre Lok og Huldre aa en Elland	"

A. C. IRETON.

CHAIRMAN.

Messrs. Edison-Wilson-Maxwell-Leonard-W. Miller-Cronkhite-Stevens.

D. M. HARGER
PRESIDENT

G. C. SILZER
VICE-PRESIDENT

H. H. BLISH
SECRETARY AND TREASURER

H. H. BLISH, JR.
ASST. SECRETARY

ESTABLISHED 1887

HARGER & BLISH

INCORPORATED 1904

CYLINDER
PHONOGRAPHS

WESTERN
EDISON
DISTRIBUTORS

DISC
PHONOGRAPHS

DUBUQUE
DES MOINES
SIOUX CITY

Thomas A. Edison, Inc.
Orange, N.J.

Gentlemen:-

We are badly in need of some specialties in Disc records and more especially Banjo solos, (accordions solos), patriotic vocal solos with quartette choros and whistling solos.

Very truly yours,

HARGER & BLISH

GCS/LLM

Hayes pick out
"DES MOINES DOES THINGS"
Weller W. a lot let me
hear them, someone
on old cylinders -
I want to add to
Weller Weller
Mr. Weller
you about getting some
Banjo solos - you have
planning on some patriotic
and they should be pushed as big
records for them also quartette choros
accompaniment + whistling solos to come
would not disagree
CHW
7/26

THE NEW DIAMOND REPRODUCER HAS REVOLUTIONIZED TONE REPRODUCTION

ROWAN, JONES, SOMMERVILLE, NEWMAN & HATTIN
BARRISTERS, SOLICITORS, ETC.
59 VICTORIA STREET

CABLE ADDRESS "TANOMAN"

T. A. ROWAN

SOMMERVILLE

N. HENRY HATTIN

JAS. EDWARD JONES

HARRY A. NEWMAN

TORONTO, CANADA.

Thomas A. Edison, Inc.,
Orange, New Jersey,
U. S. A.

Dear Sirs,-

I am President of a Club which has recently purchased one of your new Diamond Disc Machines and I trust you will consider favorably my suggestion that you provide a Record with portion of the Protestant Episcopal Service upon it. I am quite certain that if you had it delivered by some Clergyman with a fine musical voice a Record could be produced which would be very greatly in demand especially for summer use at watering places when it might serve as a very agreeable substitute for Clerical assistance.

Faithfully yours,

James Edmund Jones

M. Edison

E 30

MEADOW CROFT.
Nov 23rd, 1914.

*Any we are so far behind
+ congested not feasible
We could not do it
at present
S.C.*

MUSIC DEPARTMENT-

May 25th/14-

Mr. Thomas P. Westendorp
Bartlett-
Term.

Dear sir:-

Mr. Edison has passed your selection "I'll take you home
Kathleen" and it will appear in a future list of our disc selec-
tions. Will also add that it will be sung by a good singer.

Very truly yours

Music Dept. Lab.

SEPTEMBER SUPPLEMENT

MINUTES OF MEETING OF RECORD COMMITTEE HELD

MAY 25, 1914.

MESSRS. NEHR-WURTH-PAYNE-BROWN-WATSON-MCCOESNEY-WEHR-KUHNEN-BALDWIN:

<u>BLUE</u> <u>AMP.</u> <u>CAT.</u> <u>NO.</u>	<u>SERIAL</u> <u>OR OLD</u> <u>CAT. NO.</u>	<u>TITLE</u>	<u>TALENT</u>
2385			
2386		MARY YOU'RE A LITTLE BIT OLD FASHIONED	VAN BRUNT
2387			
2388			
2389		GRAND VALSE DE CONCERT	EDISON CONCERT BAND
2390		EVERY ONE LOVES MY GIRL	KAUFMAN
2391		IF THEY'D ONLY MOVE OLD IRELAND OVER HERE	FAVOR & CHORUS
2392			
2393			
2394		'T WAS IN SEPTEMBER	JONES & MURRAY
2395		WHEN YOU PLAY IN THE GAME OF LOVE	ROMAIN
2396		THE BLUEJAY AND THE THRUSH	HARLAN & BEIMONT
2397		THIS IS THE LIFE-MEDLEY TURKEY TROT	NAT. PROM. BAND
2398		IN THE PALACE OF DREAMS	CLARK & RANDOLPH
2399		KENTUCKY BARE	MANHATTAN QUARTET
2400			
2401			
2402		OVER THE ALPINE MOUNTAINS	CAMPBELL-GILLETTE
2403		THE WANDERER	FRED MARTIN
2404			
2405		HUMORESQUE (VIOLIN)	SAMUEL GARDNER
2406			
2407		CASTLE HOUSE BAG ONE-STEP (FOR DANCING)	NAT. PROM. BAND
2408		MOOTCHING ALONG	COLLINS-HARLAN
2409	102	BEDTIME AT THE ZOO	ADA JONES

<u>BLUE</u> <u>AMB.</u> <u>CAT.</u> <u>NO.</u>	<u>SERIAL</u> <u>OR OLD</u> <u>CAT. NO.</u>	<u>TITLE</u>	<u>TALENT</u>
2410	872	BY THE DEAR OLD RIVER RHINE	GILLETTE-CAMPBELL
2411	426	PATROL COMIQUE	AMER. STD. ORCHESTRA
2412		MARCH OF THE INLAND TRIES	LIBERATION'S BAND
2413		SUFFRAGETTES MARCH	" "
2414		LA MIA SPERANZA VALSE	" "

APPROVED FOR FUTURE USE

ROYAL AUSTRALIAN NAVY MARCH	N. Y. MILITARY BAND
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HEAR IN BLUE AT NEXT MEETING

585	BONNIE SWEET BESSIE	MARIE NARELLE
	RECESSIONAL (SACRED)	EDISON MIX. QUARTET
	HEARTS & FLOWERS	(AMERICAN STANDARD ORCHESTRA SHOULD BE CHANGED TO VENITIAN INSTRUMENTAL QUARTET IF PASSED BY COMMITTEE
	TRAVATORE-MISERE-ANNA CASE	PAUL ALTHOUSE & MALE CHORUS

DISCARDED

	I DREAMT THAT I DWELT IN MARBLE HALLS (Poor rendition)	EMMA LOEFFLER
1116	SCARF DANCE, (PIANO) (Bad tone)	KARL BONDAM
22	DADDY (Discarded on Account of announcement)	JOHN YOUNG

TITLES

TALENT

SAXAPHONE SEXTETTE
(Committee decided to give them a trial)

TWO SELECTIONS BY THE PENNA. UNIVERSITY QUARTET
(Committee decided to have this quartet make two records)

VOCAL SELECTION BY M. K. ROSE.
(Not suitable for our use)

A. C. IRETON

CHAIRMAN.

✓
COPIES TO MESSRS. EDISON-WILSON-MILLER-CRONKHITE-MAXWELL-STEVENS-LEONARD.

Steinway Hall, 109 East 14th St.
New York City, May 26th, '14

My dear Mr. Edson,
I received your letter of the 21st inst. and have been thinking of replying to it for some time.

My dear Mr. Edson,
Regarding the subject

of "Piano-lesson on Beach" of which
you Mr. Miller - at 79 Fifth Ave.
yesterday had a phonographic record
made, I would explain its purpose,
and the aim of intended similar
lessons on standard teaching pieces

as follows: - As many piano-technicians
begin lessons by "Wind of Mouth" alone,
leaving it to the incidental resource-
fulness of the pupil during his so-called
"Practising" hour and keyboard experi-
mentation to evolve a total concept
that will soon conform to the
impression obtained from the teacher's
verbal admonitions and corrections.

The teacher must resort to such
method, usually because he cannot
find sufficient time for keeping up
his own playing proficiency, - and

is not then giving his pupils a fully pattern,
giving more of all.

In nearly all branches of learning, a part
of the knowledge and proficiency will be lost
whenever the beginner attempts to acquire through following results.

In Music the same applies and applies, either
stems, steps, notes, notes the given to the inexperienced
student but a mere idea of the complete
full instruction. - If a pianist were to
attempt to transmit to the rest of humanity a
complete description of some knowledge given by
his physical eye or examined by his mental eye, giving

ed. Several geometrical dimensions of all lines
angles and curves, indicating also the desired
distribution of color effects. - Then those who would
try to reproduce in camera, and - besides not
mapped out picture, might succeed also to well
see the every another a very good comic-
sketches around in interpreting - mostly from
the point of view of the master-works of
Book, Rotten, Elgin or going! It is true
the miniature sketch, being a sketch book many
get all the notes, in numerous lines perhaps
and play lines as really as indicated, but the

II (Beach piece known - Becker)

Still will be very much lacking -
something essential towards making
the piece sound real and convincing!

It is here that the student with musical
instinct will either experiment for
himself until he finds what sounds
natural and appropriate, or if he has
not enough originality, use the spare
time to "dig out" the real inner
meaning of the composition, he will
certainly crave to hear it played, so
it should be played, even if it comes
only once through. - It is well enough

to assist in the advantage of original effort over that which is guided by imitation of pattern, but after all, origination consists merely in juggling already existing impressions into new combinations. Therefore, first of all we must gather an adequate supply of first impressions before we can be expected to do much that is original and of value. — For often have isolatedly working "original minds" triumphantly rediscovered something already long in

existence! It would be better to continue our line of progress, if possible, from that point where others have left off! — Yet in the matter of finding good models for simulation or imitation, the novice student's soul must often ache.

The great teacher and critic are strongly advised then to enrich their mind by the study of fine concrete and visible, given by great artists, yet also, only the more advanced student can then find the "middle performance" of the very composite that they themselves are studying. The student will

2. Hoffman, a Paderewski or Górecki play the simple yet so beautiful smaller pieces written for young students by the great masters?

Then how shall these students acquire correct first impressions regarding the appropriate rhythmic, melodic and harmonic interpretation of the better class of music? Hearing the all-pervading Rag-time, Tango music or the so-called "Incidental Music" of the average Vaudeville performance, surely cannot help him! The time when to apply all desired good impressions and to keep awake, as much as possible

III (Back ground-known - Positive)

The unhelpful or deleterious one, is when the mind is young, receptive and plastic.

I have found in my experience as a teacher, during 36 years now, that most pupils will prefer to hear good classical, or the best of the high-class modern kind of music, if once their appreciation and enthusiasm for its real beauty and deeper significance has been awakened and kindled. But to do this it is necessary to give a

sufficient amount of convincing example,
showing how such music should sound.

To such teachers there also,
through lack of practice find them-
selves unable to give to their pupils
an adequate musical illustration
of the living effect of musical
expression, - and for the students
who try to learn their music from
text books or from correspondence
lessons - feeling often the need of an
authoritative example or illustration.

Do not make their doubts and erroneous impressions,

then should it least be possible to show
graphic representation of an artistic performance
at end of the most minute obliquities! To this end there
is some trouble of unimpaired standing in such musical
expression - the of piano, forte, etc. etc. etc. etc. etc. etc.
some there are perfect of ability, and so to indicate
to furnish both the instruction - both and the artistic
performance, giving tempo, dynamics, tempo of style etc. etc.
illustrating in detail the most subtle points of the composition
to be studied, calling attention to the various effects or
points when showing how certain points are made to be played.

is then showing what the effect is if the whole composition is played through with fluency and finish. The student could then, at will, go over the lesson as a whole, or, after a while start merely at about the point of the recording disc where the finished performance began, going over the desired reproduction with careful attention as often as he liked, probably catching some new and valuable point with each new repetition. Certainly this would teach him to listen closely to detail, until with each succeeding lesson he would experience less difficulty in getting hold of the true spirit of the composition, as instructed by the respective teacher. As the success of this plan develops the more important musical matters

III (Lesson on Bach - Becker)

could be given this instructive and reproductive form by collaboration of a teacher of high authority, who might plan out the explanation, etc., and an executive artist of highest rank, who would then illustrate in the most perfect manner imaginable, in detail and in completion all the points to which the teacher had called attention. Such lessons would of course be of inestimable value to all students of music. - In a similar way the fragmentary compositions of our musical literature, so much sought after by our numerous amateurs, could be supplied with short talks by eminent musical critics or lecturers, calling attention to the most expressive or interesting points, or to such as would otherwise

not likely be overlooked. How much and how in appreciation can help towards musical culture is well known by those who have experienced something of the kind. There seems to be a wide scope for such musically and intelligently elucidated records of standard instruction works, then studied by many thousands of pupils all over the world, and probably still more so for the similarly treated "amateur records". — In some cases the same record could be made to serve both the earnest execution student and the appreciator of music. — Each could use or omit as much of the total disk surface as might be needed or desired. —

For instance I made and directed in making at your recording room, being a first attempt at the best of things, records, of course not to be judged from the recording or standard. I wished to show how the instruction talks with detailed musical illustration, followed by the complete performance could be recorded on one disk. — I would say that the record done by me means repayment of the debt I owe her, for during the week preceding my opportunity I had been ill and during the week making suffered with a severe headache — but did not mind it.

advised another postponement. I am sure though that
if I am in good condition and now being better
acquainted with the practical conditions and
requirements of the recording room, I could have
a much better success than I was this time
able to effect. Still I think the record will
serve the purpose very well of showing the principle
of the proposition. Asking you kindly to help
me see it through to the point of success - for the
sake of raising the standard of musical education
in this country. I am in profound admiration
Yours very truly
Gustav L. Becken.

Rec. 516 N. 143 (4)
Phone Audubon 2500

WALT MASON
EMPORIA, KANSAS

May 26

Dear Mr. Edison: Your kind letter received and I appreciate your courtesy. I am sending you two of my books of prose poems, hoping they may amuse you during spare minutes now and then. In the book entitled "Business Prose Poems" you will find a reference to yourself on page 71, showing the admiration I have for you.

I hope you will allow nothing to interfere with your good resolution to issue some of the old songs. I shall look forward to them with eagerness, and I know that multitudes of people will be delighted. Please start this scheme as soon as you can.

Yes, I have heard the disc machine and think it a marvel, and as soon as I get into a new house I am now building I shall buy one. I have a prejudice against double-faced disc records, however; one has to buy so many records he doesn't want, in order to get the ones he does want. I have always liked the cylinder records best, and we probably have more of them than any individual in the West.

Thanking you for your kind letter, and hoping you won't forget the old songs, I remain

Sincerely Yours,

Walt Mason



Thomas A. Edison, Inc. Orange, N.J., U.S.A.

Edison Phonographs and Records. Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Home Kinetoscopes and Motion Picture Films
Edison Dictating Machines. Edison Kinetophones
Edison A.C. Rectifiers and Edison House Lighting Controllers

THOMAS A. EDISON, PRESIDENT
C. H. WILSON, VICE PRESIDENT AND
GENERAL MANAGER

WILLIAM MAXWELL, SECRETARY AND TREASURER
EDISON VICE PRESIDENT

E. J. BERGSEN, SECRETARY AND TREASURER
LONDON, BERLIN, PARIS,
SYDNEY, BUENOS AIRES.

CABLE ADDRESS
"ZYMOTIC, NEW YORK"

TO EDISON DISC PHONOGRAPH JOBBERS AND DEALERS:

Our attention has been called to a circular issued by the Victor Talking Machine Co., under date of May 20th, 1914, and addressed "To the Trade". It contains a statement to the effect that the disc phonographs and attachments for playing lateral cut records put out by this Company are infringements of three United States Patents upon which suit has been brought against this Company in the United States District Court for the Southern District of New York.

We wish to assure the trade that a careful examination of these three patents has been made by our Patent Counsel and that in his opinion there is no basis whatever for any charge of infringement by reason of the use or sale of our apparatus. Jobbers and Dealers should not be alarmed or misled by any circularized statements of this character and in case of any suit being brought against them or of any threats being made they should immediately communicate with us. We stand ready to assume the defense of any patent suit brought against any jobber, dealer or user based upon the sale or use of any of our disc phonograph apparatus.

Yours very truly,

THOMAS A. EDISON, INCORPORATED,

C. H. Wilson
Vice President.

Orange, N. J., May 26th, 1914.

May 28th, 1914.

Mr. Leeming:

Mr. Edison would like you to have figured out for him the total number of disc phonographs shipped by us from the time that we commenced shipping them up to Saturday of last week. Then he wishes to have a memorandum put upon the daily reports at the end of each week showing how many disc machines were shipped during that week. This memorandum should be put upon the report for the end of the week.

He does not wish to know the number of the different models shipped, but only the aggregate number. The idea is, that he wants to keep informed as to the total number of disc phonographs that we have out in the hands of the public, so that he can figure on the production of disc records. Therefore we will start with a total number up to and including Saturday last, and then the number each week following. I shall take these reports as they come in and add the weekly shipments, so that at the end of every week Mr. Edison will know the total number of disc phonographs that are out in the hands of the public. If any machines are returned, these of course should be deducted.

When this information is ready will you kindly send it to me.

W. H. Meadowcroft.

CC to Messrs. Wilson, Ireton, Montgomery.

RM

*7741 total Disc Phonos shipped up to
May 23-1914 is 27032*

N. M. Montgomery

5/26/14

[ATTACHMENT/ENCLOSURE]

1900
3757
2164
8745
10126 ✓
~~645~~

678 ✓

27362 ✓
155

27517
27485
27032

150
71

June 5, 14

Mr Edison

I hand you herewith 3 records of
Rafael Bezarez who made records
for our Mexican trade, he is now in
N.Y. could probably get him for \$30.00
or less per songs.
Does this interest you: ~~EE~~

WAM

June 8, 1914.

Mr. Edison:-

I would suggest a letter, somewhat along the following lines:-

"Some of our dealers have acted upon the advice we gave to all, sometime ago, and have greatly augmented their sales by going to the public with the Edison Diamond Disc, instead of tacidly awaiting a visit in their stores. The results achieved by these aggressive ones, over the results of dealers in equally valuable territory who did not conduct such a campaign, aptly proves the wisdom of this suggestion.

"It seems to be a time-honored custom, on the part of the phonograph trade, to rest on their laurels during the Summer months, because it is an admitted fact that such months are very poor sale closing ones.

"As a matter of fact, these dull months can be turned to excellent account, if you will but take our advice, or follow the lead of those who have already demonstrated the practicability of this scheme. ~~They~~ We will send you a list of these successful ones, if you so desire.

"The following suggestions embrace a few of the plans which have been carried out very successfully. You will, no doubt, be able to make up many more.

"1. Offer to the management of hotels in your vicinity, nightly or bi-weekly recitals of the Edison Diamond Disc, on their verandas or in the foyers. Employ a competent, refined, pretty girl to take charge of each

machine - one who can answer questions and adroitly distribute printed matter to those who ask such questions.

"2. Incidentally, demonstrate to the hotel management the value and superiority of the machine for furnishing music for small dances. The changes are greatly in your favor to effect a sale for this purpose.

"3. Offer to lend a machine and a competent operator to any of the socially prominent ones in your locality, for afternoon teas or other home entertainment. Be sure to send along some of the modern dance records, because "all roads lead to Rome" these days. Such an entertainment is very apt to be followed by a dance. Dancers are very partial to the Edison Diamond Disc, because its tone is so loud and clear, and it fills a comparatively large hall as satisfactorily as a small orchestra.

"4. Church fairs are usually susceptible of considerable and a Diamond Disc is more than welcome as an entertainer.

"5. Picnic parties seem to have departed from the old-fashioned "getting closer to nature" regime. They are now held within a reasonable distance of a dancing pavilion or some large veranda, and an Edison Diamond Disc always makes a good impression by its presence.

"6. The owners of private yachts are especially susceptible, because an Edison Diamond Disc helps to while away the long evenings. These people are usually persons of refinement and culture - the class among which the Edison Diamond Disc is exceedingly popular. The use of the machine

and a few records on a short cruise is all that is necessary to make a sale.

"7. The owners and captains of excursion boats do not object, and in fact, are more than glad to have recitals given on the decks of their steamers. This always attracts large crowds around the machine, and an excellent opportunity is presented for missionary work.

"8. (As many more leads as we can think up)

"The phenomenal growth in the sales of automobiles is largely due to the fact that manufacturers and dealers have always followed the policy of giving free demonstrations. If automobiles were unknown today, and someone suddenly announced he had perfected such a device, he would have to demonstrate the machine before anyone would take his statement seriously. After such demonstration, the newspapers throughout the Country would herald him as a great genius. But notwithstanding all such printed advertisement, he would have to demonstrate that machine to every individual to whom he wished to sell, before he could make a sale.

"It costs considerable money to demonstrate an automobile - money for tires, gasoline, wear and tire, chauffeur, etc. Yet just let it become known that you are in the market, or think that you will be in the market for an automobile, and you can spend all your spare time for the next month riding around in the demonstration cars of the various agents in this vicinity.

"You will notice that the automobile manufacturers bring out their new sales campaigns during the Summer months.

The 1915 models of cars will appear about July or August. It is not that the manufacturers expect to affect a large number of sales during these months, but the placing of the new models in the hands of the agents at such time, gives the agents an opportunity to demonstrate to prospective customers and to get a line on the number of cars he will be able to take during the coming year. In other words, these agents grasp the opportunity presented during the vacation period to do aggressive work for the coming year.

"In the early days of the automobile business, a great many persons evinced an antipathy for them, because of the evil odor, stiff springs, noise and lack of dependability. This feeling has passed away, for the reason that today an automobile salesman can insure clean, comfortable, quiet, uninterrupted rides, with the exception of a puncture now and then. Eventually, even this difficulty will be overcome.

"A great many persons today have an antipathy for anything in the talking-machine family, because they retain, in their minds, the wheezy, scratching, unsatisfactory sound reproduction inherent with all such machines, before the introduction of the Edison Diamond Disc Phonograph. A few demonstrations in their own homes, will overcome this antipathy because the superior tone quality and the faithful reproduction of the overtones places the Edison Diamond Disc Phonograph far ahead of any talking machines in existence today.

"You can have, for the asking, personal interviews and

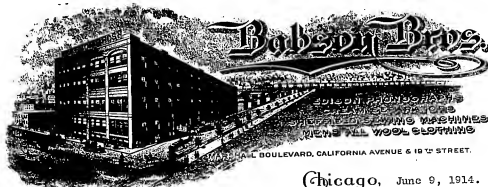
demonstration opportunities which, in other lines of business, people pay to have opened to them. For instance, in England, if a man is introduced to a capitalist who takes up his invention or proposition, there is a law which compels an inventor to pay a commission to the man who does the introducing. A commission, simply for the opportunity of meeting such people, is often paid.

"On the other hand, our dealers have the vast music-loving public, to the most exclusive homes of whom they can have entré.

"We thus urge upon you the necessity for active, aggressive demonstration work during the Summer months. You will surely reap your reward during the Fall and Winter."

The above for your criticism.

K. R. HUTCHISON.



Chicago, June 9, 1914.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Mr. Edison:-

I am in receipt of your letter of the 2nd. Have made special note of the two names given me and on my trip West some time this Summer, will stop off at both these places and have a talk with the parties referred to. This I know will be more satisfactory than to write them.

I am always looking for good, bright and energetic fellows and I wish to thank you for the information given regarding these men.

Yours very truly,

Fred

FKB.150.

[ATTACHMENT/ENCLOSURE]

PUBLIC LEDGER-PHILADELPHIA, May 3, 1914.

Bach's "God's Time is the Best" was the most satisfactory work of the chorus because of the really beautiful quality of the treble voices and the excellent work of the soloists, notably Miss Bonner's. Her voice is a vibrant contralto, produced by an excellent method, and she has a manner which is a happy combination of reposeful authority and charm.

MUSICAL COURIER, May 6, 1914.

In Elizabeth Bonner was revealed a phenomenal voice, rich, resonant, of marvelous range and warmth of color. A fine career has been prophesied for her by the many musicians and critics who were present. She stood alone as one "born to sing", and swept the audience by storm with the magic of her glorious voice.

THE STAR-WILMINGTON, June 24, 1913.

Miss Bonner sang with ease and expression that pleased immensely. Her voice is one of unusual power and beauty and her register complete. Her solo numbers were well selected and demonstrated the true value of her voice. Salter's "The Cry of Rachael," was quite tragic and dramatically given. In direct contrast to this was Hildaach's "Spring" which showed the beauty of her voice in lighter work.

PUBLIC LEDGER-PHILADELPHIA, April 26, 1914.

Elizabeth C. Bonner, who has a most beautiful contralto voice, and who really interpreted songs by Tchaikowski, Strauss and Harriet Ware. It was not surprising that one encore song did not satisfy the audience, who insisted upon its repetition, and would gladly have heard more and more.

THE STAR-WILMINGTON, April 19, 1914.

Miss Bonner's exceptional combination of a magnificent voice, strong stage presence and marked dramatic ability, made her supporting part fully as strong as the leading part of Patience. Her solo--"Silvered is the Raven Hair"--brought four encores.

[ATTACHMENT/ENCLOSURE]

PUBLIC LEDGER-PHILADELPHIA, April 26, 1914.

The chorus was extremely happy in its selection of assisting soloist, for in Elizabeth C. Bonner, contralto, nothing was left to be desired. Miss Bonner's voice is unusual for its wealth of rich, vibrant tone, and the beauty of her voice was heard to particular advantage in the Aria, "Lend Me Your Aid" from "Sansom and Delilah."

Mr. Editor
He wanted to
come when you were
in Florida, and tried again
but at times when you were
too busy. Would it not be
best to let him make an
trial record in New York?

Mr. H. F. Meadowcroft, 6/10/14
Broad St. N.Y. City,
June 7, 1914

Dear Sir,

Kindly, please if
possible, a date for me to sing
a trial record this coming Sat-
urday, (June 13th) afternoon, if not
then; some afternoon following
at your convenience. How is it
that I can't sing in N.Y. it
would be so much handier?

I trust we may get together
this time as previous engagements
have miscarried.

Yours truly
Gay Warren Knapp (TENOR)

E. M. HARGER
PRESIDENT

G. C. SILZER
VICE-PRESIDENT

H. H. BLISH
SECRETARY AND TREASURER

H. H. BLISH, JR.
ASST. SECRETARY

ESTABLISHED 1907			HARGER & BLISH			INCORPORATED 1904		
CYLINDER PHONOGRAPHS			WESTERN EDISON DISTRIBUTORS			DISC PHONOGRAPHS		

DUBUQUE
DES MOINES
SIOUX CITY

MFADW CROFT.

DES MOINES DOES THINGS

6/19/14

G15

Thomas A. Edison, Inc.

Orange, New Jersey a very full list of all songs

TO BE BROUGHT TO THE ATTENTION OF MR. EDISON

Dear Sir:-

used or desirable for fraternity associations
like Masons & such best on I will go there
There is an insistent demand in our territory for records on the Disc to be made of the various Odes to be used in connection with Secret Order work. For instance the Masonic Fraternity has over 600 Lodges in the State of Iowa. There are twelve Musical numbers that are used in this work, four especially of which are very necessary. *them & pick out best as we to get a*

We are confident that most every Lodge in Iowa could be sold an Edison Disc Phonograph, were it possible to supply the necessary selections with the instrument.

full line
The Iowa Grand Lodge is holding its annual communication or convention, here in the city of Des Moines and night before last, in conferring the most beautiful part of a principal degree, an Edison A-\$250.00 Disc Phonograph was used in the work. The selection "Lead, Kindly Light", having been played and inasmuch as there was also a Male Quartette work during the course of the evening, there was an opportunity for splendid comparison and there seemed to be universal sentiment that the Edison much more satisfactorily fulfilled the requirements than did the actual singing of a Male Quartette.

There were over 800 men in the room at the time and we feel confident that the sentiment created by means of that experiment will bring us numerous inquiries from all over the state of Iowa, from Masters of Lodges who will undoubtedly have in mind the installation of such outfit in their own home Lodges.

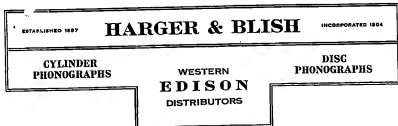
What co-operation may we expect? A matter of a year ago, we were promised in a letter by Mr. Dolbeer, that at some future time, such records as would be necessary for this kind of work would be forth coming, but we believe that owing to the unusually large field from a sales point of view, that something ought to

E. M. HARGER
PRESIDENT

G. C. SILZER
VICE-PRESIDENT

H. H. BLISH
SECRETARY AND TREASURER

H. H. BLISH, JR.
ASST. SECRETARY



DUBUQUE
DES MOINES
SIOUX CITY

"DES MOINES DOES THINGS"

6/10/14

#2

Thomas A. Edison, Inc

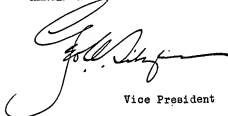
ATTENTION OF MR. EDISON.

be done at once.

In this connection we might say that the records you would make for this purpose, wouldn't necessarily have to be labeled by titles so as to confine their sale to the Masonic purposes, as the selections necessary could be given their proper titles and enter into your regular catalog. "Hearer My God to Thee", beautifully rendered by a Male Quartette, could have a sale in the regular catalog as well as for Masonic purposes. So could the selection "Solemn strikes the Funeral Hour". *and all the others*

Very truly yours,

HARGER & BLISH



GCS/LLM

Vice President

CABLE ADDRESS: "ANTONINA"

TELEPHONE BRYANT 5888

ANTONIA SAWYER
MANAGER

Distinguished Artists
and Concert Tours
METROPOLITAN OPERA HOUSE BUILDING
145 BROADWAY
NEW YORK

MEADOW CROFT

NEW YORK.

June 11th, 1914.

Mr. Thomas Edison,
79 Fifth Avenue,
New York City.

My dear Mr. Edison:-

As you will see by the above
stationery, I am a Manager of Artists and I would like
a personal interview with you very, very much. I will
not keep you but a moment. I shall consider it a
great favor.

Very sincerely yours,

Antonia Sawyer

A.S. :J.



June 12th

Mr. Edison

Have delivered 2 masters of

"Serenade Melancholique" #3085

Violin Solo by Kasner

If you approve them he
is to be paid for them

W.H.M.

C O P Y

New York City, June 14, 1914.

Thomas A. Edison, Esq.,
Orange, N. J.

You do not need to be told that the record situation is very troublesome and in a desperate condition. The Jobbers Executive Committee assembled in New York June 14th, have met in a spirit to help and cooperate with you.

It was thought perhaps, if you had a better understanding how jobbers were ordering records now, you could make up your catalogue faster and with more confidence. The jobbers are ordering very carefully and conservatively on each disc record and they want to be assured that the records they are now ordering are sold for good and for all, according to the terms of your present contract; and with this thorough understanding they request that you submit a sample, or at least a list of titles that you hope to supply, with the price (numbers not required at all) and they will send in definite orders in advance, that you can count upon as actual sales.

Further, they will guarantee to take at least six new records a week in the quantities ordered, and as many more up to fifty per month, as you can possibly get out between now and Christmas.

Further, they will be glad to take those which you find it easiest to manufacture, as long as they are reasonably varied in character.

Further, the Trade does not require the present printed advance list, such as June list, July list, etc. Out of these advance orders they send you, please make up a sufficient quantity to cover the orders of each selection wanted, and as fast as you make six records complete on the Jobbers' orders, stack them in boxes and start them on their way to the Jobbers, with the cheapest and quickest printed matter available therein enclosed.

(2)

The jobbers have worked out a plan among themselves to announce the records to dealers by States: every jobber shipping dealers in the same State will appoint a Monitor, who will be informed by each of the jobbers interested when their records arrive. When all shipping into a given state have received their records, the Monitor will wire the day and hour for mailing the printed lists to the dealers for their orders in that state, delivering to the dealers as fast as the orders come in.

This plan will leave you free to make that which you can manufacture the easiest, and should result in a continuous flow of new things. The very nature of this distribution will tend to keep up a necessary interest and enthusiasm.

If your later process makes it easier to work with entirely new selections, we would rather you would drop the old numbers that give you so much trouble until such time as they can be made over by your latest methods.

It is absolutely necessary to keep up the appearance of a growing list, to satisfy the public that have already purchased instruments. The present owners of the new Disco instruments have been promised and disappointed so often, that we are losing the invaluable asset of their personal boost, without which a business of this kind is too expensive to promote.

(Signed) H. E. Blish, Chairman,
C. E. Goodwin H. G. Stanton,
C. E. Haynes B. W. Smith
F. R. Silliman L. E. Luoker.

JUNE 20, 1912.

Messrs. Edison, Iretton, McChesney, Maxwell, Hallowell, Bird, Blish;

Acting on the suggestions shown in copy of minutes hereto attached of the Executive Committee of the Disc Jobbers' Association held in New York City June 14th, it has been decided to adopt the following method for listing, shipping and marketing new Disc Records:

1. After the third list already issued is completed, discontinue the present method of issuing records in lists of from 10 to 15 each.

2. Instead of issuing the proposed fourth list of 15 selections and fifth list of 18 selections as already made up by us, have printed at once, without giving the catalogue numbers, a combined list of 50 records (100 selections), adding to the 33 above mentioned 17 additional ones, this list of 50 (100 selections) to show the matchings of the selections, names of the selections, prices and talent.

3. Mail copies of these lists of 50 records (100 selections) to all jobbers, with the request that they immediately send us their orders for the quantity of each selection they desire shipped them as a first order; these lists to be sent to jobbers after Mr. Blish, as President of the Jobbers' Association, has written a letter to each jobber advising of the action taken by the Executive Committee and explaining to them the new plan outlined herein and the necessity of their placing orders as requested by us and in all other ways cooperating to make the new method a success.

4. The lists of probable new selections sent to jobbers from time to time must be considered absolutely confidential as between the jobbers and ourselves, and no jobber will be permitted under any consideration or for any reason to divulge the contents of these lists to any of their dealers or customers until they have actually received their shipments of the records or a printed list from us showing what the next list of six records will consist of.

5. Of the 50 records (100 selections) listed, we are to go ahead with the ones farthest advanced so far as working moulds and successful manufacture are concerned, and just as soon as we have manufactured enough to complete the orders received from jobbers, shipment of the first list of 6 is to be made, and thereafter we are to ship, if possible, six new records weekly, following out the same plan as with the first list of 6.

6. It is believed by Mr. McChesney that he will be able to get out supplements of each list of 6 records in time to make shipment of them with the shipments of records to the different jobbers, but in case this cannot be done the jobbers will be perfectly satisfied if we simply send them a typewritten or cheaply printed list showing what the selections consist of, and they themselves will

(2)

get out printed lists to circularize their dealers with.

7. It now looks as though the jobbers' orders for the third list of 9 selections would be completed by June 25th at the latest, therefore it is believed this new method of shipping 6 records weekly can begin with the first week in July and continue weekly thereafter.

8. It is, of course, understood that we may find it impossible to continue regularly with the 6 records per week, and if such is the case, we are to issue the 6 records at just as short intervals as possible, and if in some cases we find it necessary to run over to ten days to get out one lot of 6, we should resume the next week with an additional 6 just the same. In other words, the following out of the shipment of 6 weekly is not compulsory on our part or absolutely necessary to the jobbers, the one thing in view being to get out lists of 6 at just as frequent intervals as they can be manufactured, instead of holding the list up until we have a larger quantity ready for shipment.

9. A circular letter is to be sent to the entire Disc trade advising them of the proposed new plan and the issuing of smaller lists at more frequent intervals.

10. Concerning the selections already listed in our present catalogue and supplements, which for some reason or other we have been unable to supply for several months, the jobbers requested, and we have agreed, to notify the trade that these particular selections are temporarily withdrawn and that as soon as we are able to furnish them they will be properly advised and they can then send us in new orders for them, which will be treated in the same manner as their orders for the lists of 6 records each issued weekly and shipments will be made just as soon as we have accumulated a sufficient stock to fill their orders. Inasmuch as these selections will only be withdrawn temporarily, it will be stated in the notification to the trade that if they have any stock on hand they are not returnable under any consideration.

11. Under the proposed new method there can be no established or set date of sale adopted for the entire United States, but instead the records will have to go on sale in different states on such dates as the jobbers interested in those particular states are advised by the Monitor appointed by the jobbers for those states that they may be released.

CHW/IWW

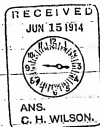
C. H. W.

Wilson
Haddon
Miff
Haddon

Why not have Scotty carry his
machine long as every opportunity
or make opportunity to give
recitals Churches etc at
same time he could call on
Dealers — I am sure in
addition to doing we would
get it would highly please
Dealers, a show how we
Cooperate This applies
to all our travellers —

Don't all persons
carry machine and
give recitals?

CHW
6/14



GEORGE H. FOLLOWS, M. E.
CONSULTING PRODUCTION ENGINEER
PROFESSOR OF MACHINE DESIGN
CARNEGIE INSTITUTE OF TECHNOLOGY

1000 DARLINGTON ROAD

PITTSBURGH, PA.

June 13, 1914

Thomas A. Edison, Inc.
Orange N.J.

Dear Sirs:-

Since I bought one of your "A-200" disc instruments last February I have become completely convinced of the great possibilities of this musical instrument.

Some months ago I gave a recital with it at the Schenley hotel here for the benefit of the faculty of the Carnegie Institute, and all were delighted; and in my home it is a source of much pleasure to all of us.

I have an excellent "Victrola" which I no longer play except to exhibit the superiority of tone of the Edison.

You will not think me hyper critical then if I speak of some of the imperfections in my instrument, or rather in the records.

I find it difficult to get records of even the best singers, Christine Miller for instance, in which some of the higher or louder notes do not "blast" - I don't know what other term to use; and this blasting is very painful to the ear.

I have a collection of some sixty of the best records I have been able to get from the S. Hamilton Co.

One mechanical fault is serious in some of the very purest-tone records: The record is out of true, not concentric with the center hole. This, of course, causes a painful change of tone.

To correct this, I bored out the disc that were faulty in this respect, and put a device on the reproducer; and finally recentered the discs, all as illustrated below.

Another fault in some of the records that would otherwise be good to listen to is a "scouring" noise - not an even surface noise, but louder during one half of a revolution than the other.

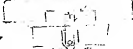
Now, with regard to the instrument, I fancy the spring needs graphite: I detect a change of speed sometimes unless I wind up for every tune. Should I wind for every tune?

I have been unable to get records that I want, because S. Hamilton Co. have no stock of them. This company has been promising new records for so long that I get a little impatient.

In closing I just want to say that in my home we are all lovers of good music, nothing is too good; we never buy ragtime, dance music, or comic songs. I am trying to get a collection of the best selections.

Yours very truly

George H. Follows



Two ships of paper will line on each other to push true up a record some are 1/2 inch off from

[ATTACHMENT/ENCLOSURE]

#2

Day 9 will sign

Say that I have investigated the eccentricity of our records - & find about 2 percent run out due to hole. This is due to Carbon on the part of the operator on Centering machine. It will be corrected. Eccentricity is sometimes due to warping - The bearing noise or Run out as we call it is due to an uneven weld between the blank & the vane, the continuous surface sound is broken up to strong & weak. We ~~are~~ are constantly improving our techniques in this respect & will ~~hope~~ practically remove it. The new machine brings out all the defects of the singer at first 10% through these

[ATTACHMENT/ENCLOSURE]

2

defects were in the recording
+ re-recording - but they are
not. They do not show in the
instrumental & when listening
to a repetition of a song with
the ear only. These defects are
clearly in the singers voice,
As to Rag time, Comic etc
We are compelled to put them
on or go out of business

S. M. HARGER
PRESIDENT

G. C. SILZER
VICE-PRESIDENT

H. H. BLISH
SECRETARY AND TREASURER

H. H. BLISH, JR.
ASST. SECRETARY

ESTABLISHED 1887

HARGER & BLISH

INCORPORATED 1904

CYLINDER
PHONOGRAPHS

WESTERN
EDISON
DISTRIBUTORS

DISC
PHONOGRAPHS

DUBUQUE
DES MOINES
SIOUX CITY

"DES MOINES DOES THINGS"

6/18/14

Thomas A. Edison, Personal
Orange, New Jersey

Dear Sir:-

Answering your personal letter of June 15th, we would advise that we have referred your letter direct to the Grand Master of the Masonic Order in the State of Iowa with whom it happens we are personally acquainted and will secure the information that will enable you to intelligently provide such records as can be used in connection with the Masonic work, and at the earliest possible opportunity, will pass the information on to you.

Very truly yours,

HARGER & BLISH

Vice President

GCS/LLM

THE NEW DIAMOND REPRODUCER HAS REVOLUTIONIZED TONE REPRODUCTION

June 23rd, 1914.

Product:- Blue Amberol Records.

Departments:- Manufacturing Department #86.

Record Inspection Dep't. #18.

Subject:- Discussion of cost for week ending June 6, '14.

The cost of Blue Amberol Records as delivered to stock is ~~12.28~~ 100¢ per record, a decrease of 1-11/100¢ per record under the previous week's cost.

This is not only a decrease under the previous week's cost, but it is also a decrease under the normal cost for the week ending May 16th, when we had a production of 82000 records per week, whereas our present production is only 55000 records per week.

This goes to show that in harmonizing the organization with the small production, we have not only curtailed same proportional to the decreased production, but have curtailed same more than the decreased production, which is a very favorable sign.

S. B. ~~Wright~~,
Efficiency Engineer.
Date June 14

A. H.

708
June 26, 1914.

Mr. Edison:

I seem to have given you the impression that I am not very strong for our traveling men giving recitals. If I am not mistaken, I was responsible for the first recitals given by our traveling men, for in the summer of 1912 when we worked up a sales manual for the traveling men, before they first went out with Diamond-Disc samples, we incorporated the idea of inviting prominent people to come to the hotel and hear the instrument in order to show prospective dealers how it was received by cultivated people. Also, in December, 1912, I started the idea of giving recitals at women's clubs, as you will note from the attached.

Furthermore, I formed the plan (working out all of the details) which was practiced so successfully at Philadelphia, and which was followed during the winter and spring as our method of getting new disc representation. I find that recently this plan has not been worked very hard because of the season and the expense involved, but as I understand it, Mr. Hallowell is going to have the men return to the demonstration method immediately. I have suggested to Mr. Hallowell certain modifications of the plan which I believe are now advisable, and he has promised to incorporate them in a letter to the traveling men which I believe he plans to show you before sending it out.

Dom
Masonell

WM-AH

June 26th 14

MISS SCHOLDER

CELLISTE

Her interpretation seems to be good

has no "lick" on change of bow,

has a nerve tremolo, which will stop

when she is less nervous

Think she will make a pretty good

second after she is told what is
wanted -

good in rapid work -

This player has scarcely any false

extra sounds.

S. M. HARGER
PRESIDENT

G. C. SILZER
VICE-PRESIDENT

H. H. BLISH
SECRETARY AND TREASURER

H. H. BLISH, JR.
ASST. SECRETARY

ESTABLISHED 1887

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CYLINDER
PHONOGRAPHS

WESTERN
EDISON
DISTRIBUTORS

DISC
PHONOGRAPHS

DUBUQUE
DES MOINES
SIOUX CITY

"DES MOINES DOES THINGS" 6/29/14

Thomas A. Edison, Esq.

Orange, N.J.

Dear Mr. Edison:-

The enclosed letter from one of the oldest, biggest and best,
Edison Accounts in Iowa contains interesting information that we
know you will want to see.

Mr. Wilson's recent letter to the trade containing a
fac-simile of one of your famous yellow memorandums would indicate
that you have "your ear to the ground" and want to know.

Very truly yours,

HARGER & BLISH.

Vice President.

GCs/GH

[ATTACHMENT/ENCLOSURE]

[July 93]

File Black letter

Re: Black

Yours of 6/29/94 ~~date~~

Enclosing letter from CO. Cordero
permit me to say that
the CO. Cordero letter contains
lots of truth that is good for
us. I am on the job &
things will improve
continuously all around —

Please ~~fax~~ see me personally
with further ~~com~~ complaints
I want to know our
weak points,

Ed —

Edison General File Series
1914. Phonograph - General (E-14-69)
July-December

THURGOOD HILL

Mr Edison

EASTVIEW
OGUNQUIT, MAINE

July First, 1914.

Thos A. Edison
Orange, N. J.

Dear Sir: We have now three of your
Diamond Disc instruments--one \$80. one,
used here at our summer home on the
Maine coast, and two \$250. instruments
in the home of my son and daughter, at
Framingham, Mass.

Two of these instruments came from F.H.
Thomas Company, of Boston, who have been
very satisfactory to deal with.

I state these facts as excuse for a sug-
gestion from a musical standpoint--as I
have been a choir master for years, and
much interested in vocal music.

The suggestion is that in duet and quartet
records, the tenor should take less promi-
nence. Mr. Young is a fine singer, but his
voice sometimes dominates all the others,
as in #80064--Beautiful Fall of Snows.
The singing is almost a tenor solo of the
tenor part. It is much more insistent for
the other voice of the opening phrases of
the song. Van Brunt's voice has this same
quality in most of his records.

This is not a criticism of the voices, but
only an interested suggestion as to their

*My letter got misplaced & hence just found it
You are right about the balance of the volume of
Chorus always, I am somewhat having that balance*

Noted WTHM

modification in duet and quartet, so as not to have the tenor usurp the soprano part or swamp it.

Everything sung by Elizabeth Spencer is a delight. Her voice is simply divine. It is an inspiration.

While some of the records of your list are commonplace, many of them are fine, and their reproduction is marvelous. It is the human voice at its best, and the instrument seems to improve the enunciation so commonly imperfect in most singers. We cannot harbor the word "phonograph" as applied to such a miracle as this instrument. We always speak of it as "The Ediscon"---and under that condensed and illuminating title, it will sweep away all rivals. The name would save thousands of dollars in advertising space, and in salesmanship. The salesman would not have to explain about the Theo. A. Edison Diamond Disc Phonographic Musical Instrument. Just the name "Ediscon" would tell the whole story! Think it over!

Yours very truly,

Box 231

Agunguit, Maine.

J. A. Hitting

Sometimes the Tenor
again the Saphrand
then some instrument will
blat out with twice the
Volume it should give
I am starting a lot of
Experimenting to stop it



7/8

[ATTACHMENT/ENCLOSURE]

OFFICERS

DR. FRANK W. FATCH, *President*
MISS E. F. BOWNITCH, *Vice President*
F. B. HOSSE, *Vice President*
GEO. C. SCOTT, *Treasurer*
F. A. KENDALL, *Secretary*

COMMITTEES

PUBLIC GROUNDS AND STREETS:
MISS ABBIE S. PERRY, *Chairman*
MEMBERSHIP:
MISS ELLEN HYDE, *Chairman*
RAILROADS:
HENRY R. SCOTT, *Chairman*
EDITORIAL: (Publishing.)
F. A. WHITING, *Chairman*

A Pleasant Word, Having faith in the Power of Publicity as a means of good and of propagating the objects suggested by this little venture, the undersigned would be glad to and feels to acknowledge aid. However, should it inspire a "must-to-have" feeling, correspondence and inquiries will receive willing attention.

FREDERIC A. WHITING.
Framingham, Mass.

THE
FRAMINGHAM
IMPROVEMENT
ASSOCIATION

"If eyes were made for seeing,
Then Beauty is its own excuse for being."

[ATTACHMENT/ENCLOSURE]

¹⁸⁹⁰⁻¹⁸⁹¹
**THE BY-LAWS OF THE FRAM-
INGHAM IMPROVEMENT
ASSOCIATION** state that the purpose
of the organization is; "To aid in perpet-
uating the higher interests of Framingham,"
and that "any person who is interested in
the objects of the Association is eligible to
membership."

This is surely a platform broad enough for all
good citizens to stand upon.

"The higher interests of Framingham" means
not only what is usually understood by village
improvement, but includes the best civic life
attainable.

PERSONAL: If you are interested in these
objects, you can further them by at once join-
ing the Association. With membership may
come the inspiration to active co-operation.

The dues are, for adults, one dollar; be-
tween the ages of fourteen and twenty-one,
fifty cents; under fourteen, twenty-five cents;
"Contributing" members, \$5.00; "Life"
members, \$25.00.

HERE are some of the objects for which
the Association stands:

To encourage the beautifying of private places,
however limited in extent.

The betterment of parks and other public
grounds.

The proper naming of streets and roadways.
Street and roadside planting.

Improving street signs, poles, lights, etc.

The removal of unsightly fences and buildings,
or concealing them by vines and shrubbery.

The regulating or removing of offensive bill
boards.

Regulating or limiting public dumping places.

The preservation of groves and other natural
features.

To provide opportunity for the public discus-
sion of all important questions, the solution
of which may affect the vital interests of our
community.

Finally: To not only create "a more beau-
tiful Framingham," but to promote "all the
higher interests" of our Town.

Ans 7/17
Heavy

W. S. BURLIN
MASON WORK
FOR POWER, HEATING
PLANTS AND FURNACES
PHONE MONROE 1207
248 WEST LAKE STREET
CHICAGO

*But there would be
very few 12 inch
records as the 10 inch
is sufficient for nearly
everything except such
as Radio-gram signification
July 3, 1914*

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

*of the 12" will be used for
these or other long times. I do not
feel I have the technique
great enough to put*

I consider myself very fortunate in being the owner
of one of your Disc Phonographs.

On entertaining my friends have had these inquiries.

On asking your representatives here, have been referred to you.
The questions are, when will you put your 12 inch records on
the market, and when will you put on sale, records with our
National Airs? I already have somewhere about 70 records and
if we can expect 12 inch records soon do not want to load up
with any more of the 10 inch. I have heard a great deal of
comment on the absence of any records containing our National
Airs.

*All the National Airs have
been recorded & will be
issued soon*

Now you will confer a great favor on the majority
of your patrons as well as myself by letting us know what we
can expect in regards to these two inquiries.

Thanking you in advance for and early reply, I
remain,

Dic. WSB/VN

Yours very truly,

W. S. Burlin.

Letter
#2

ALL ORDERS FILLED COMPLETE SAME DAY RECEIVED

KIPP-IRINK PHONOGRAPH COMPANY

OLDEST AND LARGEST JOBBERS
IN INDIANA

OF EDISON PHONOGRAPHS RECORDS AND SUPPLIES

345 MASS. AVE.,

INDIANAPOLIS, IND.

July 8th 1914

Thos. A. Edison,
Orange, N. J.

Dear Sir:

Knowing that you are the master of the situation in regard to the new disc records that are going to be produced, I thought I might be welcome to offer some suggestions on the next group of disc records that you will forward to your jobbers under this new arrangement.

I have been instead for years by opinion only
that I have sent for the return of
I noticed that there is quite an absence of sacred selections and patriotic selections, and I think, by all means, that you should include a good many of these. It is possible, also, there should be more male quartettes. There is another item of great importance, and that is, in your next group of records, include more new artists, as the average phonograph owner is always very anxious to hear a new voice. I would like to suggest to you also that it is possible to include one or two banjo numbers, and, by all means, one or two piano numbers, they would prove to be big sellers.

In offering these suggestions, I am merely trying to convey to you the average opinion that is coming in from the phonograph owners. I am not saying anything about the better known standard selections, nor the popular numbers, believing that you fully intend to take care of them anyway. If, however, sacred selections, patriotic numbers, and a few novelties in the way of male quartettes and something new in instrumental numbers can possibly be added to the list the next time, I am sure that they will be happily received.

Hoping I have not over-stopped my bounds in offering these suggestions, and extending to you again my deepest appreciation for the many kindnesses shown me, and assuring you also that I fully intend to make good as far as possible in this territory, I remain

Yours truly,

W. E. Kipp

WEK-D

Mess. W.H. Miller - Cronkite - Funkh. Men - Beeming-

You have asserted that "There're on their way to Mexico"
is a popular selection, I have heard this statement made about
different tunes so many times that I have concluded to run this
down, you will therefore please state in writing with full
details giving exact facts upon which you base your assertion.
Please give this your careful attention and send me your state-
ment as soon as convenient.

Signed- T. A. Edison-

July 10th/14-

Nehr. These are not facts of your
own knowledge, Can you give me
any data that you absolutely know
yourself, that it is popular
I reply to above. This seems
popular, from the point that it is being
sung generally, also most sheet music stores
are advertising this, the record as a whole
is I think an excellent dancing (or steps)
selection, as a Band selection should sell
as most Band records do.

No Edison
I cannot say any of the
other records of this
popularity of the
dancing school.
The Olympic
as to grand stand.

Waring
7/11/14

Miller - 1st. 1920
1921 1922

therein on their way to New

Walter Miller -

You have asserted that _____

is a popular selection, I have heard
this statement made about different
times so many times that I have
concluded to run this down. You
will therefore please state in
writing with full details giving
exact facts upon which you
base your assertion,

Please give this your careful attention
send me your statement as
soon as convenient
yours to all.

CAPITAL \$1,200,000

ADDRESS ALL COMMUNICATIONS TO THE COMPANY

CAPACITY (BARRELS) 1,000,000



ESTABLISHED 1874
OLDEST IN AMERICA

Crescent Portland Cement Co.

CRESCENT PORTLAND CEMENT
BLACK DIAMOND LUMP LIME
GROUND LIME

LONG DISTANCE TELEPHONES:
WAMPUM, PA., 77, 78, 79, 80
A TRUNK LINE
PRIVATE EXCHANGE TO ALL DEPTS.

POSTOFFICE: WAMPUM, PA.
OFFICE AND WORKS:
CARBONDALE STATION, PA.
ONE MILE SOUTH OF WAMPUM, PA.
EIGHT PENNSYLVANIA CO. TRAINS
STOP AT OFFICE DAILY

WAMPUM, PA.

CINCINNATI, July 11th, 1914.

Mr. Thomas A. Wilson,
Orange, N. J.

Dear Sir:

*Say just now Lauder
is under contract with Victor
& we cannot get them till it expires*

Please pardon the liberty I take in addressing you, but as I am the owner of one of your disc phonographs I feel that this presumption is not too great. I purchased one of your Model A 250 machines last December and ever since then it has been a constant source of enjoyable entertainment.

A good many of my friends own Victor machines but I would not trade my machine for a hundred victrolas and their entire library of records. However, there are a great many records on the victrola that I admire, among them, those of the inimitable Harry Lauder. I wish you would make some Lauder records. If you anticipate making any of these, would be glad to have you advise me as I am considering buying an attachment that will play these records on my machine.

Thanking you in advance for a reply at your convenience, I am

Very truly yours,

#29 Lakewood Ave.,

Cincinnati, O.

MEADOW CROFT.

Say that we
will probably
make some Records

SPokane
Times
London in a few months

Wash June 12 1914

Thomas Edison INC

Orange NJ

McEdison
men
#4

I would be very glad to know if there could be a
reproducer made to give a louder sound on the disc machine
to be used for dancing i have just lost a good sale
because it was not loud enough for the hall.

i have been with the Graves Music for a bout five years
in the phonograph department an would like very much to know
how to over come this. i have also got some thing good for
the scratching noise that the disc machine makes it takes all
the noise from the machine i have the names of five prominent
men in spokane to prove this that have the Edison disc
trusting to you will let me hear from you in regards to this
matter i remain

yours

truly

MR Nathaniel Durphy

with Graves Music CO

Mr. L. Durphy

Hayes Had this
form in —

July 13, 1914.

Mr. Edison:

In reply to your memorandum of July 10th, regarding the song "They're on their Way to Mexico" being a popular selection:

Please note that on the evening of July 10th I went to New York and made it a point to stop at each one of the small stores on Broadway between 33rd Street and 48th Street that sell sheet music, and at each one of them this song was prominently displayed in the window and also inside, and in one of the stores they were playing the selection on the piano. Later on at the Palace Theatre the selection was sung. I have several times been present where they were dancing to this tune. I therefore feel that it is a popular selection because it has a good dancing swing to it and also because it is timely.

H. T. Leeming.

ETL:RM

7-14-14

CR

Varnishing chuse cloth.

600 gms Phenol resin } 1 gal. of Var.
43 " $\frac{1}{4}$ "
3000 " Alc. Alco.

Dissolve resin & $\frac{1}{4}$ in alcohol. Cut chuse cloth into strips of $11\frac{1}{2}$ " wide. then soak in var for a few minutes, and cut in lengths of 8'. Bake at 120°F . for 1 hr. 1 man can prepare 27 yds in $1\frac{1}{2}$ hrs. 1 man can make 1 gal of var. 1 hr. 1 gal of Var. to 27 yds of chuse cloth.

Varnishing paper.

1 gal of Reg. var. will cover 30' of J. H. Kraft paper $10\frac{1}{2}$ " wide.
Soak paper in var and let drain, then hang up and let air dry for 3 hrs.
Bake at 200°F for 2 hrs
 220°F " 1 hr.
2 men can prepare above in 45 minutes

At Hoffman

Wm. H. Wilson
10/1



Brookfield Center, Conn. July 15,

My dear Mr. Edison:-

Mr. Percy F. Morgan and his assistant Mr. Zink have just been through our town with your wonderful new Diamond Disc Phonograph. They gave to a goodly audience in our church a delightful evening of good music. Mr. Morgan tells us that he is doing this work purely because you desire to have the people of the country enjoy this splendid new instrument with you. If that is true, you have shown not only the great genius and a capacity for immense labor and concentration, with which all Americans associate your name, but a kindly human heart which will make your memory dear when the more spectacular phases of your life may have been forgotten. Especially thoughtful it has been in you to send your representative out into the rural districts, where every bit of good music is eagerly heard and every chance for culture greedily seized. Let me thank you warmly for our share in your kindness, adding the hope that your good deed may bring you as much of real heart satisfaction as it has us of pleasure.

With very best wishes for your continued good health and many years of activity, I am

Very sincerely yours,

Thomas A. Edison Esq.
Orange, N. J.

Milton Witter
minister, Congal Church
of Brookfield, Conn.

HAMILTON HOPKINS STUDIOS
FINE ARTS BUILDING
CHICAGO

E³

July 15th, 1914.

Mr. Thos. Edison, MEADOW CROFT.
Orange, N.J.

My Dear Mr. Edison:--

As Mr. Victor Herbert is a very intimate friend of mine, I am taking the liberty of writing you to see if you cannot arrange to hear Mrs. Hopkins sing, personally yourself, during the month of August. If so, we will make a run up there at any time that suits your convenience. I think, Mr. Edison, that Mrs. Hopkins will certainly make good on your machines as the quality of her voice is so pure and beautiful. Glen Dillard Gunn, critic of the Chicago Tribune, is most enthusiastic about her. Her repertoire is quite large and I trust you will grant me the favor of hearing her yourself during the month of August or the first of September.

Very truly yours,

Hamilton Hopkins

63
Mr. Edison:

Hoyer

In regard to your memo. of July 10, 1914, referring to "popular selections" and the song: "They're on Their Way to Mexico." The Record Committee approved this selection for the catalog, but outside of being a part of that action I do not recollect having asserted it to be a popular tune. It is certain I have not considered it one, therefore I am unable to reply to your memo. just as you request. Popular selections is an uncertain subject to state facts about, but perhaps a few observations will do under the circumstances:

The writer of "They're on Their Way to Mexico" wrote in anticipation of an event that never happened. The song sold pretty well while the interest in its subject lasted, but it never was a popular song in the true sense. What it might have become had there been war with Mexico need not be considered now. The fact is the song died.

The term "popular selection" is very often erroneously used. It generally needs qualifications if exactness of statement is intended.

I prefer to term a selection "popular" (irrespective of its grade) when it is in demand and is sung and enjoyed by the general public of a locality. A song may be popular in turn at different localities. It may have had its day in the cities and may still flourish in the outlying districts.

For record cataloging, a song reaches its greatest commercial value in a locality just before it becomes common, or too well known.

-2-

The policy of endeavoring to anticipate the popularity of selections has been thought essential, especially during the period when the release of a record was far removed from the date of its recording. Some good guesses have been made, also some bad ones.

Publishers help along the popularity of a song a great deal, though they sometimes seem to proceed as if it were not what the public want, but only what the song publishers want the public to have. However, it is quite certain that a popular song is generally a good song and well written, no matter how it is classed.

In a locality when a song is of recent passed popularity it is unsafe to figure on it for present commercial results. For the present that public has had enough of it.

The foregoing is doubtless rather irrelevant to the references in your memo., but I cannot think of much else to say.

W. H. A. Cronkhite

7-16-14

TOTAL PRODUCTION 16,000 DOZEN PAIR DAILY.

HOSIERY
CONTROLLED BY

Chas. Chipman's Sons

FRANK L. CHIPMAN W. EVAN CHIPMAN
342 BROADWAY COR. LEDHARD, N.Y.

F. L. CHIPMAN, PRESIDENT MANAGER

CHIPMAN KNITTING MILLS, EASTON, PA.
UNION MANUFACTURING CO., UNION POINT, GA.
HOLSTON MFG. CO., LEHIGH CITY, TENN.
DAVIS HOSIERY MILLS, CHATTANOOGA, TENN.
CLIMAX HOSIERY MILLS, ALEXANDRIA, VA.

MILLS

RICK KNITTING CO., READING, PA.
HARTFORD HOSIERY MILLS, HARTFORD, CONN.
CHIPMAN-HOLTON KNITTING CO., HARTFORD, CONN.
HAINES HOSIERY MILLS, WORTHEN, SALEM, N.C.
FLAT ROCK HOSIERY MILLS, FLAT ROCK, N.C.

#1
Messrs. Thomas A. Edison, Inc.,

Orange, New Jersey.

Gentlemen:

Please allow me to make the following suggestions regarding your

Brass Band disc records:

In that part of these records where the entire band plays the sound is anything but musical. The solo parts of the record, as for instance - the horn introduction in the "Invitation to the waltz" is nothing short of perfect; when the band plays en masse, however, the sound produced ceases to be music; and sounds more, not to speak it properly, like hitting the head of an empty barrel with a stick. Now, I think that this is caused by an excess of over-tones, and the trouble can be eliminated in my opinion as follows:

In the first place I think that your band has too few players in it; if it were augmented by a few more players, and each man that played a wind instrument would play a little more moderately, or either be seated a little further away from the recording horn the vibrations which cause the excess of over-tones, and in consequence a raucous sound, would be eliminated, as each instrument would retain its identity.

Your orchestral records, solo instruments, and nearly all vocal records are perfect - if you would only get some out. Since the last of March I have been able to get only two or three records, and have now come to a point where I have lost hope of your ever getting out a goodly supply of music.

Trusting you will not take offence of my suggestions, I remain,

Yours very truly,

A. H. Kobb

NEW YORK July 20, 1914
The trouble is that we cannot get the band players to play to pitch, hence many beats if you closely listen to any band you will notice the same thing -
I do not understand why you cant get records with more pitch, hence new ones -

#5
Prince George Hotel
28 W. St.

New York City

Mr. A. Edison ^{July 28th} ~~Boston~~ ^{Colchester}
Dear Sir (Massachusetts second)
I enclose you in good

of Nov 19 last. You promised to me
recorded "Boston Commanding March".
I have been watching for it patiently
but it don't seem to materialize.

I want very much during my visit
here to run over and see your fac-
tory and incidentally to meet you

Say come any time
9 am till 6 pm
Z

I'm having lots of enjoyment with yo
phonograph.

When it is playing "Street
of Cairo" music my Edison lights are
turned off, excepting an red bulb, and with
incense burning my apartments are
transformed into the atmosphere of the
far East, where I have traveled my-
self. Hoping you don't like cigarette
smoke cut out that feature in the fu-
ture.

What time in the day would
I best make the visit?

Yours truly
Gilbert E Chandler

Mr. Edison:

Hayes, of London, has written to me under date of July 15th, that he is sending a trial of Claudio Muzio, the Soprano who has made a big success in the Covent Garden opera house. He states that he feels certain that Mme. Muzio will be much sort after by other companies. If you would like any records by her we should get busy at once.

W. H. Miller

7-24-14

W. H. Knowlton
H. H. Knowlton
J. H. Knowlton



July 25, 1914.

Dear Mr. Edison:

I went to hear "Naughty Marietta" at the Cape Theatre this afternoon, and enclosed programme. Florence Webber is a very fine high soprano and very popular.

What do you think the Columbia Phonograph people tell enquirers in Portland? They say that the Edison disc phonograph was found to be N. G. and was relegated to the discard 5 years ago. This statement was made yesterday to a friend of ours. I am exploding some of his around here. I think I have several machines sold.

Yours sincerely,
W. H. Knowlton

[ATTACHMENT/ENCLOSURE]

NEW CAPE THEATRE

WEEK OF JULY 20TH.

MATINEES - TUESDAY, THURSDAY AND SATURDAY

THE ROYSTER-DUDLEY CO.

PRESENTS

MISS FLORENCE WEBBER (herself)

"NAUGHTY MARQUETTA"

Her Recent Successful Starring Vehicle.

Book by Rida Johnson Young, Made by Victor Herbert.

All productions staged under personal direction of Mr. Frederic A. Bishop.

CAST OF CHARACTERS.

Captain Richard Warrington, an American commanding a frontier company, familiarity known as "Captain Dick" Mr. James Herrod
Lieut.-Governor Grandet, of the Louisiana Mr. Ben Grinnell
Edouard Grandet, his son Mr. Osborne Clemson
Sir Harry Blake, an Irish adventurer, Lieutenant in Captain Dick's company Mr. William Practice, Jr.
Siloa Slick, Captain Dick's servant Mr. Alfred DeBell
Rudolfo, keeper of the Marinette Theatre Mr. Lawrence Farquhar
Florence, secretary to the Lieut.-Governor Miss Marie Harpan
Lizette, a coquette girl Miss Avita Sanchez
Ada, a quondam slave Miss Frances Barrett
Fonchus, a flower girl Miss Marcella Albus
Nanette, a flower girl Mr. Jack Treadwell
Night Watchman Mr. Harry Edwards
Sergeant Mr. Frank Grinnell
Lamp-lighter Miss Florence Webber
Marietta, Contessa D'Alton Miss Florence Webber
Quondroon belles, Ladies and Gentlemen of the period, flower girls, planters, etc., by Misses Margaret Cabert, May Milton, Lillian James, Marjorie Barnes, May Cate, Florence Bailey, Adele Morrissey, Billie Willomann, Lillian Stahl, and Florence Farquhar.

SYNOPSIS OF MUSICAL NUMBERS.

Orchestra and Musical Direction in charge of Mr. Eugene Speyer.

ACT I.

1. Opening. "Come For The Morning Is Breaking" Ensemble
2. "Captain Dick's Own Infantry" Captain Dick
3. "I'm Coming Here To Be Married" Casquette Made and Men
4. "Naughty Marquette" Marquette
5. Duet. "I'll Never Can Be Love" Marquette and Captain Dick
6. Duet. "I Wish I was Anybody Else But Me" Silas and Lizette
7. Italian Street Song Marquette and Chorus
8. Finale Company

ACT II.

9. Opening Rudolfo and Marietta
10. "When You Marry A Marinette" Eienne
11. Finale Marietta
12. "The Loves of Old New Orleans" The Quondroon Belles
13. "In The Sweet Bye-And-Bye" Lizette
14. "Live For Today" Marietta, Captain Dick, Eienne and Ada
15. "I'm Falling In Love With Someone" Captain Dick
16. "It's Pretty Soft For Silas" Silas
17. Finale Company

SYNOPSIS OF SCENES.

- ACT I.—Le Place D'Armes, a public square.
ACT II.—(Scene 1.) The Marinette Theatre on the Rue Carondelet.
(Scene 2.) The ball room of the Jeunesse Dorre Club
(Night of the Quondroon Ball)

The Action Takes Place in New Orleans, Period of 1760

EXECUTIVE STAFF FOR ROYSTER-DUDLEY COMPANY.

General Manager W. Nat. Royster
Stage Manager Brent P. Orr
Business Manager and Treasurer Lawrence Farquhar
Stage Manager George Marshall
Secretary Irving Young
Scene Artist Patrick Curran
Monitor Carpenter Edwin Kent
Master of Properties W. R. Ray
Master Electrician May Buckley
Wardrobe Mistress

Next Week—"HE CAME FROM MILWAUKEE"

Mr Edison -

Hayes
tell him about
them

Sometime ago we made the following

selections:

Tannhäuser - Heil' Reiche Abende (#3121)

(Chorus for Mixed Voices and in places for Male Voices alone)

Redemption - Unfath, ye Vortals (#3131)

(Chorus for Mixed voices only)

These are pretty big numbers, but it may be that interferences are not too prominent. Considering the number of voices required and the added strains of trumpet passages that are an important and looked for part of the composition.

They ought to be thorough to you by this time.

Orsonite

7/27/14

Street & Finney Inc Advertising

45 West Thirty-fourth Street New York

P5
Mr. Thomas A. Edison
West Orange, N. J.

July Twenty-Ninth
Nineteen Fourteen

My dear Sir:-

I have been nursing an idea that people don't like to read, but would like to be read to.

I believe that if you were to have a rich-voiced actor recite the masterpieces of the great authors into your new phonograph and make records thereof, you would be able to sell your new phonograph in large quantities.

I can imagine people sitting around the fireside, of an evening, listening to Misorables, Oliver Twist, Hamlet, Lear or Othello, where, if asked to read these books, they would never think of doing it.

I can imagine communities buying your new phonograph and these records and holding meetings one evening each week in the country schoolhouse to hear the reading of a great masterpiece.

I believe there are enough Chataqua people in the country, or rather people of that type to make these records a great success, and I further believe that your new phonograph and these records would be taken up by homes that never thought of reading great books.

Of course, there are mechanical difficulties to be overcome on account of the length of the records and it might be necessary to work circulating libraries.

But the main thing is that the Edison phonograph needs some big merchandising ideas to get it going.

You undoubtedly have the best phonograph now, but are shy on records, or at least people think you are shy on records.

I believe we have an idea for selling your new phonograph even with your present records and would like to discuss the matter with you or whoever has charge of your business management.

Thanking you for your courteous attention, I am

Yours truly,

Frank Finney
President

7094
July 30, 1914.

✓
Mr. Edison:-

I am in receipt of the following letter this morning, addressed to Mr. Hutchison by Henry A. Taylor, our Recording man in Vienna:

"July 16th, 1914.

"I very much regret to say that I have this P. M. received a letter from Mr. Stevens, stating that the last shipment of records had a very bad spiral wave, and while excuses will not remedy the defective records, I shall immediately look into the trouble, which, of course, is in the amplifier, and see that it does not occur again. I realize that the success of this business depends on the quality of production, and as I understand Gold and Altschul are now out of the business, which means that I will no longer be bothered by their men working nights and Sundays on my apparatus, and so will know the condition of my machines as I can say for the German group they have shown no inclination to have anyone but Edison men use apparatus. I have not seen Mr. Gall to have a talk with him since he arrived in Europe, but he is expected in Vienna Saturday, when I will show him Mr. Stevens' letter and ask him to look the apparatus over and report condition to you.

"I have had a very busy week as the apparatus arrived from Rome Monday in bad shape, due to rough handling, and in my estimation, cheap transportation, it was two weeks on the way. Slow freight. This was done to save money - penny wise and pound foolish.

"We have only made one record since we returned from Berlin (Xylophone Solo which I wrote you about) as most everybody is away in Summer, but, as I understand from now on, they expect to make quite a number of pictures and records.

"The last letters I have received from my people, they tell me it is reported I am on my way back, and am fired, and since receiving letter of above complaint, was wondering if it had anything to do with report. I am sending you a clipping from a Vienna newspaper of July 13th, the gist of which is (when translated into English) as follows:

"Heard from reliable source business not satisfactory. Enthusiasm dying out. Invention now judged more soberly. Too much money demanded by inventor. Too many high-salaried non-producers in European Company. Original Vienna Company and

-2-

American house now engaged in law suit."

"Will write you again after I have seen Mr. Gall.

Yours sincerely,

HENRY A. TAYLOR."

The foregoing for your information.

A. B. MERRIFIELD

Copies to Messrs. Wilson, Maxwell, Stevens and L. W. McChesney

Aug. 5, 1914.

Mr. Maxwell:

As I am trying to get away the last of this week for a little vacation and rest, you will please investigate the complaint made by Tibbels Piano House, Baker, Ore., as shown in attached letter from them, and, as requested in Mr. Edison's memo. attached to this letter, after the investigation is made advise him why other dealers were established in the City of Baker, also what reply you make to letters of this kind.

CHW/IWW

C. H. W.

Enc-

(Copy to Mr. Edison)

Messrs. Maxwell and Hallowell:

Aug. 6, 1914.

Note Mr. Edison's remarks attached to reports from salesman Hatfield concerning dealers in Moncton and other towns in the Province of New Brunswick.


Follow Hatfield up on the large concern he expects to get interested in the Disc product in the various towns where they have branches, and also arrange with all salesmen so that wherever it is possible demonstrations will be given to the owner or principal member of the firm when endeavoring to interest a new concern as a dealer.

CHW/1-17

C. H. W.

Enc-

(Copy to Mr. Edison)



INTERSTATE LIGHT & POWER CO.

H. M. BYLLESBY & CO.
MANAGERS AND ENGINEERS
CHICAGO, ILL.

ADDRESS ALL
CORRESPONDENCE
TO THE

ADDRESS ALL
CORRESPONDENCE
TO THE
COMPANY.

FROM ABOVE CROFT

GALENA, ILLINOIS.

AUG. 17, 1914.

Mr. Thomas A. Edison,
East Orange, New Jersey.

Dear Sir:--

I wish to inform you that I have one of your \$250.00 Edison machines which is giving very good satisfaction. I enjoy the music very much better than that of the Victrola. Many of my friends, however, who understand music better than I do seem to favor the Victrola, and therefore I am of the opinion that some of the tones on the Victrola are better rendered than by the Edison.

I understand that on the Edison records the indentations are made on the side of the groove, and on the Victrola records the indentations are on the bottom of the groove. I wish to write you therefore that, if you made a double record; namely, one with the same apparatus with which you now make the Edison records and one with apparatus such as the Victrola people use, that you would have the combined good qualities of both the Edison and Victrola records. Should you be able to make such a record, it would, of course, be necessary to have the two needles some distance apart; and when the record is being played, it would also be necessary to adjust the distance between the Edison point and the Victrola point so that the same tones would be played simultaneously.

It is possible and very likely probable that this idea had already occurred to you, and if it is a new one, I hope that you will experiment along the lines suggested, in order to make the Edison machine more perfect than it is at present.

Yours very truly,

FHR-VTB.

P 22

August 20, 1914.

Mr. Webb,
Advertising Department.

Attention is called to Mr. Edison's comment in regard to the attached general letter and list of records.

I notice that while bulletins are printed on the cheap letter heads, general letters are printed on the regular letter heads. Hereafter, all general letters as well as all bulletins should be printed on the cheap paper.

With reference to the record list attached, it is pointed out by Mr. Edison that if the record numbers had been put on single space, the list of records and the letter could both have been placed on one sheet of paper. In the future, where this is possible, please see that it is done and kindly study every circular letter and list with a view to using the smallest possible quantity of paper.

Some time ago I made inquiry as to what saving could be effected by supplying the various departments with half sheet letter heads for short letters, but it seemed to be the opinion at that time that no very great saving could be accomplished by this. I wish, however, that you would take this up with Mr. Berggren again and let me have a report.

WM-AH

Maxwell

C. C. to Messrs. Edison, Wilson, Berggren and Charles Edison.

THE DELAWARE, LACKAWANNA & WESTERN RAILROAD COMPANY,
OFFICE OF ASSISTANT TO PRESIDENT,

T. E. CLARKE,
Assistant to President.

SCRANTON, PA.

August 26, 1914.

"Life offers no joy like a friend;
Fulfillment and prophecy blend
In the throb of a heart with its own,-
A heart where we know and are known."

Dear Mr. Edison, *Wm*

Duly received at my home several days ago, but during my absence, a splendid Edison Disc Phonograph, bringing joy to my household and renewing our youth!

I do not find words at my command to adequately convey my appreciation of your gracious compliment and the distinction it confers -

"Rude am I in speech,
And therefore little can I grace my cause
In speaking for myself" -

and I will ask you to accept the will for the deed.

The instrument has high intrinsic value to me, as it is a suitable companion to my small but priceless Edison collection, including an autograph-photograph, two volumes of the deluxe edition of Edison's Life and ^{Expeditions} ~~Adventures~~, and a certain scrap of paper on which is drawn in pencil a "lay-out" for an improved method of shifting cars in terminal yards, which I am keeping in mind for the future, as well as tightly in hand.

As we shall listen to the attractive and pleasing features produced by this wonderful phonograph, we cannot be unmindful of the great genius, the principia, to whom the world is so much indebted for its genuine happiness and luxurious mode of existing. Nor can we fail to appreciate how far above the common plane

TAE - 8-26-14.

2.

is the real value of this gift, coming, as it does, directly from
your hands.

I thank you with all my heart.

Most sincerely yours,

T. E. Clarke

Thomas A. Edison, Esq.,

Llewellyn Park,

Orange, New Jersey.

C-G

ILLINOIS CENTRAL RAILROAD COMPANY.

Anna, Ill. 8/ 26-14.

Edison Phonograph Co.,

Orange, N.J.

Dear Sir:

I have been anxiously watching your weekly supplements to see "Ballet Music" from "William Tell" and "Soldiers Chorus" Band. Also "Il Trovatore", Band.

If you do not wish to use both sides of the disc for "Il Trovatore", according to my judgment, an exceptionally fine record could be made by using the "Ballet Music" for one side and a good selection from "Il Trovatore" on the other.

I am in hopes that I may have the pleasure of possessing one or both of these in the near future.

Thanking you and remaining,

Respectfully your patron.

F. E. Davis

I³

Passed - in hands of recording Dept to be recorded.

Hayes see me about this

Mr Edison

Hays I have heard
them again -

Lucker wants violin records
by "Czerwonsky" who is the
leading fiddler in the Minneapolis
Symphony Orch. - He claims
this Chap has a following in
that section and three or four
of his records would help dislodge
Bill Phono's. - Walter Miller
says he made trial which
you did not approve - Presume
Hays has the samples -
I haven't heard the trials
but if they show going good
technique I will suggest that
you consider Lucker's commercial
view of the matter - Walter says
the man is now available if
you decide to use him -

Walter

9/1

[ATTACHMENT/ENCLOSURE]

Walter Miller
How much does he
want for ~~the~~ Records
of our selection, -

Czerwonosky
Violent

Minneapolis Symphony Orchestra

He wants a star but better
than Pavarotti -

Σ

✓
Mr. Edison:

With reference to the recent requests for patriotic selections I wish to call your attention to our having made
~~AMERICA~~ Serial No. 3035
which you have accepted as being O. K.

This tune is the same as "God Save the King" and I would suggest that you not only list this selection as "America" but that you also have another label made and give it another number and sell it as "God Save the King."

W. H. Miller

9-1-14

Copy to Mr. Hayes

Hayes - The words God
Save the King are
not in it are
they

September 3 '14
Wurth
(shot well at Cost,
my dear Mr. Edison. S (I)
give detail of my
friends and myself, being
greatly interested in the
recording process on records,
have had, for a good while
one of your home record-
making outfits, we have
had a good deal of fun
and at the same time
have found that we have
been able, by constant
practice to make some
very good records.

But, of course, as

voices for the future. We
would be willing to pay
a good price, Mr. Edison,
for the extending of such
a favor on your part, if
you thought that you
could do it.

Hoping to hear from
you on the matter in the
enclosed stamped envelope

Yours Truly
James V. Macaulay
169 Rugby Road
Brooklyn
N.Y.

You know, these blank
records cannot be played
very many times without
wearing out; so I took it
upon myself to write and
ask you if by any possible
means you could be able
to take a few of our
recordings, and transfer
them on to your "Blue
Amberol" material.

Our reason for
asking this of you is
because we would like to
permanently preserve a
few records of our own

[ATTACHMENT/ENCLOSURE]

REASON/COST

say it will cost \$15. for one
 record moved a 1/2 day records of the song
 or talk -

Cost to make a record
 include postage etc. \$2.50
 Cost to make one record. \$2.50
 handle, \$2.50
 Total \$7.50

We made a record and record for a
 private party last January, charge is
 for one record \$25.
 for a commercial record \$5.00
 Total \$30.00

W. H. H. H.

Mr. Wilson-

I attach Mr. Edison's memo regarding the attached letter. Will you kindly return all papers after answering and also a copy of your answer to Mr. Stoddard-

C. B. Hayes- 9/3/14-

- J. C. Ma

[ATTACHMENT/ENCLOSURE]

say we will put
the Piano piece "The Lark"
& another one by a
pianist on a disc
p we use it in Catalogue

}

CONSULTATION HOURS
9 TO 8 EVENING
AND BY APPOINTMENT

TELEPHONE 1
MADISON 21

DR. LEONARD KEENE HIRSHBERG
1037 MADISON AVENUE

May you give me list of
new dance music you have
actually for sale -
BALTIMORE, MD.
9/5/41

Mr. Thomas A. Edison,
Orange, N.J.

Dear Friend,

If I intrude a few commercial
facts upon your busy minutes, it is for the ultimate
success of your works as well as the pleasure of
my family & many others.

Briefly, I am amazed at the lack
of newness, and the want of up-to-date-ness, as well as
the bad musical taste of your makers of

records for your new Diamond Disc Graphophone
Phonograph.

I would gladly buy one of those to replace
my Victrola and also to loose the use of some
500 odd Victor records, if your men had issued
any up-to-date dance music - which
they have not.

Instead of making records of the newest
Waltzes, one-steps, tangoes, lullabies, and

CONSULTATION HOURS

8 TO 8 EVENINGS

AND BY APPOINTMENT

TELEPHONE -
MADISON 41

DR. LEONARD KEENE HIRSHBERG
1937 MADISON AVENUE

BALTIMORE, MD.

2

the like, they are issuing such last year's stuff as "Too Much Mustard", "La Poca", and similar things that everybody is tired of & which are played no more even by dance hall bands. Your salesmen give me the excuse: "Wait a while, don't be impatient. As soon as the old ones are all made, we'll make the new ones".

This is a pathetic admission of inefficiency as well as musical ignorance. For by the time your men make what is now new, newer things will be ~~made~~ in use, & those of to-day will be stale.

Better is it to make the newest hits first, & then work in those which have become durable classics, & not the ephemeral waltzes & one-steps of last season.

With all good wishes
Sincerely yours
Dr. L. K. Hirschberg

Mr. Edison:

Mr. Goodwin is on from Chicago, and says they are anxious to beat out the Victor with a new dance. It seems that there is a new dance which is already being taught in New York, and which was introduced by the Imperial Dancing Teachers Congress in London, called the "Rouli-Rouli." Goodwin has procured a copy of the music for the "Rouli-Rouli" dance and says that if we can rush through a record of it they want to use it in connection with a dancing demonstration which they are going to try out in their store.

This is the second call we have had for this as per attached letter. To verify the actual adoption of the "Rouli-Rouli" in New York Mr. Goodwin called at the Chali Normal School of Dancing this morning (this is where they teach the dancing teachers the new dances) to find out if the recommendation of the Dancing Teachers in London was to be adopted here and he found the "Rouli-Rouli" was going to be the new dance.

I think we ought to have it and have it quick if we are going to have it at all.

W. H. Miller

9-6-14

Copy to Hayes

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the
Nieuwe Rotterdamse Courant sends
the report that the Town Hall in
Amsterdam is being shelled alone with
all the houses around it destroyed.

WAR'S GREATEST MARCHING SONG.
"It's a Long, Long Way to Tipperary."
British marching song with the music.
In To-morrow's Sunday N. Y. HERALD.—Ad.

Advertising Talks

By William C. Freeman

I am a great believer in all
forms of publicity—each has
its mission.

Those of us engaged in

"Hans R." said the c
last four days and the
average since the war
has already had four her
der him.

"The war is very hard on
and the condition of some
hearts which I've seen pass
ways toward Paris would
be floorboard. Nevertheless,

it still fit in every sense of
and its transport is intact
the road with a column of m
nearly six miles long.

"Our soldiers are all right
people whom we pity are
sands of fugitives who I
swept up and blown away
marches:—We like that"

Hoyes

Harrisburg, Pa., September 7, 1914.

Thos. A. Edison, Inc.
Orange, New Jersey,

Sir:-

I have been a great admirer of your phonographs for years and formerly used one of your Standard Models, with the cylinder records, however, I have passed that machine up for the more recent Diamond Disc Phonograph, and cannot express my opinion too highly of it.

My purpose in writing you at this time, is to offer a few suggestions, which although I have no reason to believe you will adopt, I do think that a suggestion coming from an old customer will have its weight.

In the production of your Diamond Disc Records, I can find no fault, and am hoping that you will produce some of my suggestion, hence my effort. I would like to see a record produced containing The Peer Guint Suite, which would probably necessitate one similar to The William Tell Overture, and Liszt's Hungarian Rhapsody.

Another record that I would like to have is with The Irish Patrol, on one side, and The Scotch Patrol, on the other side. The first mentioned number was written by George Fuernner, while the latter was written by A.G.Sharpe, This latter production was played last season with great success by Conway's Band.

Another record that I suggest, is another Foster, record similar to the one now on sale containing: Old Folks At Home, and Massa's In The Cold Cold Ground; For this record I would suggest, Old Balak Joe, and My Old Kentucky Home.

Another band record containing The Damnation of Faust. One containing The Song of The Nightingale, as played by Mr. Alexander Saglavsky, and Mr George Barrere.

I heard this selection played by these artists in connection with the New York Symphony Orchestra, last season and I would like to have it reproduced on the Edison.

Another record with the Cello solo, Pas Pied, by Gillet, as played by Bernard Altschuler, with the Russian Symphony Orchestra, and still one more a Violin solo, Hartje Karji, by Hubay, as played by Maximilian Pilzeß, with The Russian Symphony Orchestra.

These are some of the more desirable selections that I am very anxious to add to my already large collection. Too much cannot be said in praise of the selections that I have already purchased, but I am so thoroughly imbued with the desire to possess these numbers I have mentioned that I have taken the liberty to write you this letter and ask you to secure these productions, which are bound to sell and furthermore would receive all the advertising that standard numbers like these always receive.

You have produced Home Sweet Home The World Over, by Lampe, which I have purchased. Lampe wrote a better one, Songs of Scotland, which would sell itself. Get it out and I will buy.

I trust that you will give my desires due consideration, I have brought about the sale of a number of your new Diamond Disc Phonographs, without hope of reward; may I hope to see these records I have asked for on the market this season? Hoping that the time is not long distant, I remain

Very truly yours,

G. L. Mosey

1723 North St.,
Harrisburg, Pa..

[ATTACHMENT/ENCLOSURE]

Meadcraft -

Mr. Hayes
Will you
please drop in
& see me about
this -
Meadcraft

Send him Catalogue or
Leaflet showing that we
have Com. Tell. Opch & I think
Liszt Rhapsody - & ask him to
find out why his dealer
did not keep them - say that we
will look up the other tunes he mentions

See if we have much or scratch
material - if not Hayes to get
them & I will decide -

Have our old Ry. home in
Catalogue -

Tell Hayes to let me hear
old Black Joe record again

Mr. Edison:

I expect Anna Case to arrive within the next week or 10 days from Europe and I wish you would let me know at once which ones of the last three numbers you would like Miss Case to sing over and have Hayes send me the samples so that I can show them to her.

Your reports show that Serial No. 3174 Musetta Waltz is not satisfactory, but I am not sure about serial No. 3172, the Boheme selection.

W. H. Miller

9-8-14

Musetta Waltz - (Boheme)
Le Chiamano Mimi (Boheme)

Wm. E. Davis
Messrs. Darand, Ireton and Hallowell:

Wm. E. Davis
Sept. 9, 1914.

I am keeping a scrapbook of newspaper and trade-paper reports showing business conditions throughout the country. It is intended to use the good news as a basis for frequent prosperity letters to our traveling men--such as the one sent down to you recently. Still more important, the collection of this information will show us from time to time particular cities and localities that are enjoying more than usual prosperity. This information should be utilized in three ways: First, as far as practicable we should concentrate our efforts on prosperous localities; second, to stimulate our dealers and distributors in those localities; third, as a means of showing our interest in their local affairs, we ought to write them expressing our gratification at the good news from their locality and mentioning specifically any noteworthy incident that bears on the prosperity of their town or locality.

As an example, let us take Youngstown, Ohio. From trade paper items it would appear that conditions are improving very rapidly at Youngstown. Last week practically all of the plants of the Republic Iron & Steel Co. in Youngstown were reported in full operation; the twenty-inch bar mill that had been idle for about five months was put in operation on September 1st, with considerable orders ahead; the Youngstown Sheet & Tube Co. reports that it is operating its black and galvanized sheet mills to practically full capacity; the Carnegie Steel Co., Youngstown, is operating to about 85% of capacity, ten of its twelve open-hearth furnaces are running-- a larger number than for some time. On a situation like this I think that the Amusement Phonograph Department should write all the Youngstown dealers, commenting pleasantly on the improved situation in Youngstown, and reiterating our various special plans for the promotion of business and urging Youngstown dealers to carry out these plans. The town files should be examined to see whether any new representation is needed, and if so, our advance circularizing ahead of our traveling man should be pervaded with the boom spirit. Copies of the boom letters should be sent to the jobber and the traveling man in that territory-- this, regardless of whether we are seeking new dealers in the town or locality in question. Please bear in mind that we not only desire to direct increased selling effort against the localities where prosperity exists, but we also wish to create an optimistic spirit on the part of our jobbers and traveling men, and this can be done better by taking up specific instances of prosperous conditions in their respective territories than by general letters, although the latter will be continued.

I do not know that Youngstown furnishes a particularly good field for the sale of Dictating Machines, but I certainly think that the Dictating Machine Department should call the attention of its distributor to conditions in Youngstown.

(2)

In writing letters based on reports that we get here, there is always a possibility that the reports are erroneous or not of as much significance as we ascribe to them. Therefore comments on specific reports should have combined with them enough general optimism to make it clear that we do not rely on a single incident in reaching our belief in the approach of a period of unusual prosperity.

My scrap-books will be indexed by towns as well as by topics, and reference to the scrap-books a few minutes each week will enable you to post yourselves concerning conditions in any of the towns touched on in the reports I receive.

From time to time there will be items that it is impracticable to paste in the scrap-book, and these I will pass around to be noted and returned. Attached hereto are items from various localities showing machinery purchases and industrial building. Will you please make note of any of the items that you think can be utilized in the manner above suggested and return the sheets to me.

Particular attention should at the present time be paid to New England. According to the last Agricultural Bulletin, crops are good in every New England State, the boot and shoe trade seems to be booming, textile manufacturing if not actually booming at present gives every promise and considerable orders are being placed with the loom manufacturing companies in New England. There also seems to be a quickened demand for hardware specialties, not only for export but also to supply part of the domestic consumption that has heretofore been supplied by Germany and England.

Here and there will be localities to avoid, on account of bad conditions. Speaking in a general way, the cotton-growing states do not at present justify any special selling effort, and there are occasional towns even in the most prosperous sections of the East that are pretty well done up by existing conditions. While it is not advisable to absolutely skip these towns in routing amusement phonograph salesmen, it is advisable to curtail as much as possible the expense of working such towns.

I will have on file in my office the August 22nd Bulletin of the Department of Agriculture, and as soon as the September Bulletin comes out will have it. These are the two most important bulletins of the year and should be studied carefully.

WM/IWW

W.M.
J.P.

Copies to Messrs. Edison and Wilson.



Thomas J. Edison Co.
Orange, N.J.

Gentlemen:-

We are wondering who is the gentleman that has the monumental nerve to stand for the O. K. ing of the list of Disc records which have been coming out on the supplement lists. We started out to ordering all of these records ~~in~~ but as our stock began to fill up with a lot of unsaleable records this has been stopped in a hurry. We are wondering if Thomas A. is away on his vacation and the children are deciding on just what records they happen to like without any thought to what is going to sell. Our stock is complete on the old standard pieces and the "pathetic" ballads, now give us something that has a little steam to them. If you don't know what we mean take a glance at your best sellers in your monthly lists on the Edison Cylinder. We're in this ~~to~~ money not to carry a bunch of dead stock.

MEADOW CROFT

Yours truly,

L. G. Gorsuch & Co.

You forget that we are ^{By} ~~business~~ ^{business} up a Catalogue and must put in the alphabet and Ballads, also that in a list of 50 Recent divided up into 8 sections some sections will be weak. We are now recording Every new turn of any value that comes out.



The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago Sept. 14, 1914.

Mr. Walter Miller,
79 Fifth Avenue,
New York City.

Dear Walter,

Our Overtures have been criticized for leaving out some of the well-known passages. Particularly is this true in the Rienzi Overture.

Our customers are still begging for "Cavallieri Rusticanna" the Sextette from "Lucia" and the Quartet from "Rigolletto".

Then, too, we must have some children's songs.

"The Star Spangled Banner" and "American" have been suggested. For Christmas we must have "The Toymaker's Shop", from "Babes in Toyland", an imitation of a railroad train, "A Child's Prayer", "No Candle Was There and No Fire" and the recitation, "The Birthday of a King".

Believe me, this is not born of my own imagination, but there is a demand for these things right along.

There is a criticism that you will hop into the theme ⁱⁿ through your instrumental music without a

*Mr. Edison
Please note & return
WTHM
Return - How about
his criticism of
the pictures old & if
course had to cut*

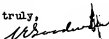
*Hayes
Mr. Edison
will then
approve them
WTHM*

made

#2-

proper introduction. This is noticeable in Strauss' waltzes. If you have a reason for this please reply to this paragraph so that when the parties who chided us about it call we shall know what to say to them.

Yours very truly,

A handwritten signature in dark ink, appearing to be 'W. B. Smith' or similar, written in a cursive style.

CEG:M

September 16, 1914.

Mr. Hallowell:

Please note Mr. Edison's comment on the attached report from Thomas in which the latter says that people ask why we don't get some new dance music. This is not the first time that Mr. Thomas has commented on this, and I believe that Mr. Silliman once or twice made a similar report. Some few days ago I requested you to get in touch with the jobbers and see that their 50-50 men carry the same records that our own men carry - including all of the new dance music and other new popular selections. Will you please let me have a report on this and in particular let me know what records Thomas is carrying.

WM-AH

G.
C. C. to Messrs. Edison, Wilson and Ireton.

M. Silliman is not
228



THOMAS A. EDISON
THE NEW EDISON PHONOGRAPH

The Phonograph Co.

Exclusive Edison Distributors

Salesrooms & Offices - 229 So. Wabash Ave.

Chicago, Sept. 18, 1914

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General:-
Excuse me
asking but we would like to
know how record #80144 got by.

The Soprano Solo
by Lillian Wiesike blasts on every reproducer we
have in the place and is very rough.

The
selection of "Jerusalem" by Benjamin Berry is
rough, blasts, and he sings it as though he was

straining for every note.

Yours very truly,

THE PHONOGRAPH COMPANY
G. E. Goodwin
General Manager.

Have let me hear
send to

→ Ernie - Report on this

Then send to Moore.

Wm. - Goodwin =

Chicago, Sept. 18, 1914
Edison
These roughs to catch
the record with
out a stick
it is bad
over

align station see this
A number of persons have called
my attention to certain records which
they say blasts - Take for instance 80144
The trouble is in the singer, the note is unpure and
if Wiesike made a thousand records all would have
before sounds like this - The very fact that the record
is

is a weak one procludes blasts—

~~Sheila~~ Wicks has sung other records but
twined them down on account of the
good extra sounds in some of her notes

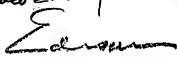
Do not assume that singers have perfect
voices & jump on the Phon, when you hear
defects 9 times out of 10 I can prove that
it is the singer, by comparing the same
note in other songs — = Its the same

thing in Jerusalem by Berry — Take
word "Hosannah" this is not a blast

it is absolutely as Berry sings it
it is sharp & he drops all his
overtones & gets a  really good tremolo

Complain of the singers when defects

Come up snat the phono on account
of defects in Berry's voice we are

not excusing him sides — why dont ~~some~~
you find blasts in music —
try catch on — 

September 17, 1914.

Mr. Ireton;

Attached find carbon copy of letter Mr. Edison is today writing to Mr. John Wanamaker in reply to a letter from the latter, stating that he will be in New York on Tuesday next and will be pleased to hear the Diamond Disc at that time. I shall let you know as soon as the appointment proposed by Mr. Edison is definitely made. You should hold yourself in readiness to be on the ground Tuesday morning, so that any business details resulting from the interview between Mr. Edison and Mr. Wanamaker can be taken up by you with Mr. Wanamaker's assistants.

I also attach carbon copy of self-explanatory memorandum to Mr. McKeon.

Mr. Edison will prepare a list of the records to be played at the demonstration to Mr. Wanamaker.

WM-AH

Syracuse, N.Y., Gen'l. Del.,

Sept. 17, 1914.

Mr. Thomas A. Edison, Menlo Park,

Orange, N.J.

My dear Mr. Edison,

Please permit me to say that I have just had the pleasure of listening several times to one of your recent pets- The Diamond Disk. Incidentally I may also remark that I heard Mrs. Ilsen's very high grade address in presenting her subject. In effectiveness she is second to no speaker I heard at the State Fair, for which she came to this city.

The Commissioners of the Fair gave me permission also, to speak daily, which I did with some gratification to myself for the opportunity.

Now for the combination. My audiences sang daily from cards, which I presented containing our own words written to popular tunes. Now Mr. Edison, I would like very much, for giving education on this subject and I believe it would be for your profit, if you could produce some of those songs on your records for the Diamond Disk, or the Needle Disk, according as they are in use in one place or another, in schools or in homes, or elsewhere. Please note also that I have been asked for films presenting, in scenario, the essence or the material of my message. I am confident here is a field mostly unworked, and greatly in need of developing, both for the producer and the consumer.

Hoping for your favorable consideration, I am,

Sincerely yours, *Wm. P. W. C. C. C.*

I spoke twice in P.S. today, when the chief heard my remarks and was as well as usual for the marketing.

"SAVE THE BOY"

Successor to "The Anti-Cigarette League," Incorporated 1939, and "The National Anti-Cigarette League," Incorporated 1941

AIM: A crusade against the use of cigarettes and tobacco by the young. **SUPPORT:** From the public which the League serves

METHOD: EDUCATION — LEGISLATION — LAW-ENFORCEMENT

General Headquarters, 1119 Woman's Temple, Chicago

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New York, DECEMBER 31st, 1912

MY DEAR

Since you are concerned in the children and youth of our land, and in our work for them, and have kindly aided in supporting that work, please let me inform you of my return from Western New York and readiness to speak again in this section.

Superintendents of Sunday and Public Schools, Principals of Grade and High Schools, Heads of Private Schools, Secretaries of the Y. M. C. A. and several Physicians who heard it, gave cordial welcome and emphatic approval to my message. Business men Employers, and Large Firms add their commendation.

Special mentions made of U. S. Commissioner of Education in Washington, of favor shown by the supt. of Education in Syracuse, in Rochester, in Jamestown, by New York Fire Commissioners, and State Fire Marshall and the Board of Fire Underwriters of New York, and Chicago and Buffalo in personal letters. Note also the allied Civic Societies of Erie (Pa.), Women's Federated Clubs of Ithaca, Business Colleges, Syracuse University, Hobart College and the coordinated Wm. Smith College for Women, and the Edinboro, (Pa.) State Normal, Rochester Normal Training, George Jr. Republic, and similar Schools, in and near New York.

Such friendly attitude, almost universal, enabled me to speak 190 times since August 18th, in 15 cities and towns. Indeed just this wide approval and spirit of cooperation gave opportunity for 735 addresses, in 4 states and 40 cities and towns, during 242 years, while in this position. Many engagements now under consideration and waiting point to larger fields of service in coming months.

The general sense of need and pleasing approval for our work is especially gratifying, makes needless any word of defense, and is ample justification.

This informal letter invites a date from any now in correspondence or from any to whom our work is new. It will also encourage and justify gifts for its support from all who have, and those who have not yet contributed. It is your work in every sense, even if immediate and lasting benefits were not for you. But they are. Join us then in this work for the individual and for the race, for to-day and tomorrow.

Send checks to MR. WARREN. Invitations to SPEAK, to MR. WELCHER.

Yours very respectfully,

WM. W. J. WARREN,
Treasurer

MANFRED P. WELCHER
~~Field Secretary~~

General Delancy
Syracuse, N. Y.

CABINETS
HORNS
NEEDLES
CARRYING
CASES
RECORD
ALBUMS
and
ENVELOPES

C. B. HAYNES & CO.

WHOLESALE AND RETAIL

CYLINDER
PHONOGRAPHS
RECORDS

SOUTHERN
EDISON
DISTRIBUTORS

DISC
PHONOGRAPHS
RECORDS

GRAPHITE
RECORD TRAYS
LABELS
CHIP BRUSHES
HORN
CONNECTIONS
NYOIL
PARTS AND
SUPPLIES

121 WEST BROAD STREET

RICHMOND, VA. Sept. 19th, 1914.

Mr. Walter Miller,
Recording Dept., T. A. E. Inc.,
16th St. & Fifth Ave.,
New York, N. Y.

Dear Sir,-

Below please find a list of some Disc records that we wish we had. We don't understand why you don't make some more vocal pieces. We have enough Disc instrumental pieces to last the next ten years. We have every day calls for; "I Hear You Calling Me", "A Little Love A Little Kiss", "You are Here and I'm Here" and several more such pieces, but for the Lord sake don't let Reed Miller sing "A Little Love A Little Kiss".

I want to thank you for making "Precious Name" in the Blue Amberol. Might as well thank you, as we never expect to get it.

Yours very truly,

C. B. Haynes & Co.

CBH/S

MEADOW CROFT.
MEADOW CROFT.
MEADOW CROFT.

Haynes: We have made
Every time you mention beet
we cant put out everything all
once - Watch Blue Amberol
lists hereafter they are going
to be good 2

Made by
C. Haynes
marked hold

Made by
Alfred & Thomas
also by
Pineapple

Mr Edison
C 23

Mr. Edwin:

I have entrusted Halliwell to do almost exactly this and he has been at work on it for about a month.

As rapidly as possible he is taking up each town and deciding whether the representation we have there is good and sufficient or whether it is not. He marks each town on the map with a check. Various colored checks have various significances. The checks are a given territory, or it shows conditions at a glance; the towns in which we have representation; what kind it is; and the towns in which we have no representation. In this way he is able to make the map intelligently. Naturally it is going to take some time to cover the entire U.S. in this manner. But within three or four months I think he can show you some maps that will tell at a glance just where the work is most needed, and in the meantime Halliwell is availing himself of the information as he dips it out and is working the men accordingly. I have used this system on the part and have found it very successful.

Marshall

Sept 14

Yours

Mr. Iretton:

From the letters I have been receiving here lately it seems there is quite a demand for patriotic selections and also a demand for "Fox-trots," a new dance which has recently become popular. Would like to know if it would be advisable to get out an advance list of Blue Amberols of the following selections:

GOD SAVE THE KING	<i>Not List -</i>
SOLDIERS OF THE KING	<i>Not List</i>
MARSEILLAISE	<i>— Not List -</i>
WACHT AM RHEIN	<i>— Not List</i>
ON THE WAY TO TIPPERARY	
RUSSIAN NATIONAL AIR	<i>not thru</i>
BELGIUM NATIONAL AIR	<i>" "</i>
RULE BRITANIA	
REUBEN FOX-TROT	<i>— Not List</i>
I WANT TO GO BACK TO MICHIGAN FOX-TROT	<i>- Not List</i>
BALLIN' THE JACK FOX-TROT	
DO THE MURPHY FOX TROT	

"God Save the King," "Marseillaise" and "Wacht Am Rhein" have already been listed and will appear on the November Supplement, but it would do no harm to call public' attention to these selections twice. There is also a list of British patriotic selections which Mr. Stevens is arranging to put out on the English market which might be added to this list. If you consider this matter favorably, kindly let me hear from you.

W. H. Miller

9-22-14

Copies to Messrs. Edison and Wilson

Sept 22nd 14

Mr Edison :-

New York

Will you please reconsider ^A Police Band record California Commandery March, which you rejected some few days ago, I tell you why.

We were going to give them a write up in our monthly paper & show a phonograph of them, it seem foolish to do this & have only one record by them which is the "Creedmore march" which you passed

It is a good to have different organization of this kind for us, as it helps to keep up interest of the public.

in our Phonographs. I will agree that the record you rejected is not as good as the "Creedmore march", the one you rejected being a shade sharper due to the melody being high in some places on the clarinets, but I think in this case we could strain a point

file

W H Miller

Mr. Wilson:-

I favor issuing special lists of patriotic and Fox-trots, cylinder records. Think we should go right ahead with the selections enumerated by Walter Miller, and put them on the market just as soon as the records are ready for shipment. The British patriotic selections made up for Mr. Stevens should be included as they will meet with ready sale in Canada. If you favor this plan, please let me know and I will issue a bulletin to the trade announcing these specials and advising when ready for shipment.

A. C. Ireton.

AB.

Hager
between
air stream
counters



J. KELLESTINE

Dealer in
ART BELL PIANOS AND ORGANS, MUSICAL INSTRUMENTS,
SHEET MUSIC AND ALL KINDS OF
MECHANICALS.

Owen Sound, Ont. Sept. 25/14

Thos. A. Edison (Inc.)
Orange N. J.

Gentlemen :-,

*Thank him - says all the
Patriotic songs & tunes have
been recorded & will soon*

In reference to the output of Edison Disc Records, I
take the liberty of making a few suggestions, as to the style
of selections, called for here. *be out especially the*

The records you are sending out are undoubtedly good
ones, but they are not all of the style which appeals to
the Canadian trade. For instance, just at present there is
a heavy demand for Patriotic records, that is British &
Canadian ones; there are a few of these of the Blue Amberol
but none on the Disc. Rule Britannia, is one that is called
for, also O Canada, and that Irish marching song - Its a long
long road to Tipperary". *also many songs
were already recorded
we are listening 50
times per month which
the dealers say is enough*

We also have quite a demand for more sacred records
and a few more of the populars, comice, and old favorite songs.
There seems to be rather a dearth of vocal music (that is
in the moderate priced records) in comparison with the
instrumental.

Hoping you will take these suggestions in the spirit
in which they are offered, so as to help the Canadian trade.

Sincerely Yours

J. Kellestine

OK pass them
Mr Edison
Has listened to the
following make over and
they are OK no changes ed
better than originals.

- 3277-C A Lady Lou (Van Court & Sons)
- 3279-C Baby Rose (Van Court & Sons)
- 3274-C Massie's in de cold cold ground
- 3291-C Home Sweet Home (Under Quartet)
- 3299-C Last Rose of Summer (Thos. Chalmers)
- 3295-C Barcarolle (Pales & Hoffman (Girl)-
- 302-C Beauty's Eyes (Thos. Chalmers)-

Hayes 9/28

CANISTERS
HOLES
NEEDLES
CARRYING
CASES
RECORD
ALBUMS
and
ENVELOPES

C. B. HAYNES & CO.

WHOLESALE AND RETAIL

CYLINDER
PHONOGRAPHS
RECORDS

SOUTHERN
EDISON
DISTRIBUTORS

DISC
PHONOGRAPHS
RECORDS

GRAPHITE
RECORD THAVS
LABELS
CHIP BUSINESS
IRON
CONNECTIONS
SYOOL
PARTS AND
SUPPLIES

121 WEST BROAD STREET

RICHMOND, VA. Sept. 28th, 1914.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir,-

Your favor of the 23rd inst. received and noted, and we are very glad to know that the records that we called Walter Miller's attention to has been made, and we certainly hope that you will be able to put them out soon. We are going to watch the Blue Amberol records as you mention. We think the sale on these has been hurt on account of their roughness and untruthness. Some of them warble on the cylinder awfully.

The writer is going to be at the factory Monday next, and I want you to let me know at that time, how many bales of cotton you will buy to help out your Dealers through the South. It will cost you 10¢ per pound and it will only be a question of time when you can reap a margin on it. Besides this will be one of the greatest advertisements we can put up. We only want to distribute the purchases through our customers and one bale each. Average cost is about \$50.00 per bale. At different points they are forming these clubs, and we will only use them where we have customers handling your product. We have bought one bale at Bennettsville, S. C. through our Dealer, Sam J. Pearson, and he bought this bale of cotton from a farmer who bought an Edison Diamond Disc.

Now please let me have your answer on this when I see you, and oblige,

Yours very truly,

C. B. Haynes

CBH/S

A 30

*Haynes
we have already
bought 5 Bales*

WILLIAM J. MCINLEY,
SUPREME SECRETARY

Knights of Columbus
NEW HAVEN, CONN.

September 29, 1914.

Wm. H. Meadowcroft, Esq.,
Laboratory of Thomas A. Edison,
Orange, N. J.

Dear Sir:

I have your letter of September 25th, and regret very much indeed that under the rules I am not permitted to furnish the Directory of Subordinate Councils of our Order, as requested.

Very truly yours,

William J. McInley
Supreme Secretary.

William J. McInley

WJM(C)S

My object of obtaining the Directory was to be able to correspond with the authorized officers regarding the giving a musical recital with my new Diamond Disc phonographs to show that I am able to record and reproduce music as perfect as the original. I am sending out ten men from the

Laboratory to make these recitals
of the sure
~~that~~ ~~the~~ ~~members~~
will be highly pleased ~~with~~
~~have~~ & delighted with the
results, The only commercial
thing in the transaction
is that I want to establish
the reputation of the
instrument + incidentally obtain
some for myself -

OFFICE OF
PUBLISHERS' WEEKLY
BOOK REVIEW
LIBRARY JOURNAL
AMERICAN LIBRARY ANNUAL
TRADE LIST ANNUAL
FEB/DU

MEADOW CROFT
R. R. BOWKER CO.
241 WEST 37th STREET
NEW YORK

TELEPHONE
787 GREELEY

MEADOW CROFT

Let him down easy

Say that we have now had our
deck out for 2 years & it is
already well organized in every

September 30, 1914

My dear Edison, as nothing just now can
be done in direct connection

Mrs. Bowker and I returned from varied war
vicissitudes earlier in the month — starting from
Vienna (where the Edison Cafe is still in operation)
at the time of the declaration of war, spending three
weeks of pleasant exile in Switzerland, passing through
Paris as silent and deserted as dead Twenty-third
Street or lower Broadway on a Jewish holiday, and
leaving Southampton between lines of battleships guard-
ing us from submarines. "Before the war" I made quite
a study of the gramophone situation in Europe, beginning
in Russia, and also later in London, partly from the
consumer's point of view, but somewhat from the manu-
facturer's and dealer's, just as I used to study the
electrical situation throughout Europe when I had the
Illuminating Company on my hands. In my Edison days I
was in fact not a little interested in the phonograph,
and somewhere I have a memorandum which I made then of
possible uses of the phonograph, some of which have since
been worked out in practice. I am now proposing to interest
myself in that line of development, and naturally so as
first of all to the Chief of earlier days. My present
business plans cover relationship with other interests
such as I have with the Delaval Companies, which do not
take time and force so much as origination and consulta-
tive work. I believe especially in the development of
the disk machine, recurring to your original invention,
and I see in it possibilities in several directions which
are for the most still unworked. While in Berlin I
looked up the manufacture of the "paper thin" records,
mounted on card, and in London investigated the Koneophone —
both of them having elements of promise imperfectly worked
out. If you and your people are so minded, I should be

Etc

OFFICE OF
PUBLISHERS' WEEKLY
BOOK REVIEW
LIBRARY JOURNAL
AMER. LIBRARY ANNUAL
TRADE LIST ANNUAL

R. R. BOWKER CO.
241 WEST 37th STREET
NEW YORK

TELEPHONE
787 GREELEY

T.A. Edison -2-
September 30

glad to take up with you or with the working executive
of your Phonograph Company these same relationships with
it, before thinking of engaging in this field elsewhere.
It would be a great satisfaction to me to come into
touch with the Chief again, and I have a notion that I
could help to do for this line of business some of the
kind of things I did for the Illuminating Company in
the old, old days before the others found out about
the good grip. I have no desire to come into any
directorship work in any executive relation, or attempt
invention, but rather application and development of in-
ventions on unworked lines — such as I solved the Fifth
Avenue lighting problem, as a layman when the engineers
of our staff council had given up the job. I should not
wish to come into any additional business relationship
unless it paid a fair sum as a sort of retainer, thus
adding to definite yearly income in a substantial way.
If I have word ~~that~~ you and your people will be interest-
ed, I should be glad when next in town to make an appoint-
ment to run out and talk the matter over. I am spending
as much time as possible these brilliant days at our country
place in Stockbridge, where I hope presently to see *Sam*
who told me of his seeing you just now.

With the best of good wishes.

Truly yours,

R. R. Bowker

Thomas A. Edison, Esq.,
Llewellyn Park,
W. Orange, N. J.

Mr. Macdonald
September 30, 1914.

Mr. Hallowell:

You received a copy of my memorandum of September 26th, addressed to Mr. Edison and relating to the recital work that is to be done under the supervision of Mr. Riley. Mr. Edison states that he wants this work kept entirely separate from the work of the Sales Department, but states that when you desire recitals given in certain clubs, churches, etc., as an aid to your efforts to get dealers in the large cities where Mr. Riley's men will work, there is no objection to taking the matter up with Mr. Riley - thus avoiding duplication of recital work by his men and your traveling men.

[Handwritten signature]

TK-AH

C. C. to Messrs. Edison, Wilson,
Mendowcroft and Ireton.

ADVERTISING FOR 1914-15

It is my belief that an advertising campaign in at least a limited number of nationally distributed publications is vitally necessary for the future success of our phonograph business. It is necessary chiefly, to show the trade that we believe in the future of the Edison Phonograph; that our absence from the advertising pages of publications has been temporary and not permanent.

In these days of national advertising the dealer looks upon the advertising of manufacturers as representing the latter's attitude toward their goods. If the manufacturer persistently and consistently advertises his product he wins the confidence of dealers quicker and to a greater degree than any other method he may employ. This confidence is retained even after the manufacturer ceases advertising, but it is lost when it becomes evident to the dealer that the manufacturer is no longer willing to back his product with advertising.

If we hope to build up our phonograph business we must advertise nationally, beginning with the largest amount we can afford to spend and continuing it with increased appropriations as the growth of the business warrants. The advertising, too, must be done according to a definite, well-thought out plan, which, when adopted, should be consistently followed, in season and out.

I ask your favorable consideration to the expenditure of approximately \$8,000 per month for national advertising, this to begin with the October publications and continue at that rate for eight months; then dropping to smaller space or fewer mediums for June, July, August and September, 1915, spending approximately \$5,000 each in those months. Exhibit A shows a tentative expenditure of \$8,500 a month in twelve national publications.

I am willing to admit that the business for the year beginning next October may not show a profit proportionate to this advertising expenditure, because we have lost much ground with cylinder dealers, and the record situation will, for a considerable time, retard the disc business. But this expenditure will make that for the year following more certain of profit. Advertising expenditures should be considered for a period of years and not for a month or a season. Nothing is more wasteful of money than spasmodic advertising, either in time or the use of publications. Better no advertising at all than the hit-or-miss, planless kind.

In addition to asking for the above appropriation, I want your consent and co-operation in spending it with advertisements that shall, for a year at least, advertise the cylinder and disc lines on as near equal terms as possible. This, in my opinion, is vital. We must do what we can to stand back of the cylinder line. It is too good a product to let drift, and drift it will unless we advertise, and otherwise push it.

The future of the cylinder line would not be such a serious matter if we could do an equal, or greater amount, of business with the disc to replace it, but this now seems impossible. Consequently we must push the cylinder.

I am submitting two layouts of an advertisement designed to show how we may advertise both types of phonographs on an equal basis, and without disparaging one or the other. These layouts are submitted more for the purpose of illustration than for adoption in exactly their present form.

I admit that an advertisement of this kind is not as good as one that would advertise one or the other lines, but we are confronted with a practical and not an ideal condition, and must work accordingly. We must advertise both products until conditions make something different advisable. I strongly urge that this be done.

In asking for this advertising I have in mind the dealer more than the public. Seven-tenths of the value of the advertising will be in its effect upon the dealer, and the cylinder dealer will be particularly impressed. He will look at our new cylinder line from a different angle and in a few months will believe that it is a good and not an obsolete product. Let him get a new belief in the cylinder line and his business will increase several fold.

As an evidence of the present low dealer interest in the cylinder product let me cite one instance. We recently received reports from a jobber selling only our cylinder line, covering the Edison purchases of his dealers. Several hundred dealers were reported upon and the average purchases for 1913 were less than \$85.00 per dealer; only one dealer had bought over \$1,000 worth in the year. When dealers occupying good territory report the sale of only a few dollars' worth of Edison goods in a year, and this is happening in hundreds of cases, it is evident that our dealer interest is at a low ebb. We must not belittle this condition, for as long as we sell our product through dealers the interest of the latter is of the utmost importance.

You may be disposed to criticize the selection of the Saturday Evening Post, Collier's, Everybody's, Cosmopolitan, McClure's, Munsey's, American, Metropolitan, Red Book, Century, Scribner's and Harper's Magazines as being above the present small town and country field of the cylinder line, and you would probably be right. It is probably true that Comfort's two million circulation reaches more small town and country people than the Saturday Evening Post, but the average dealer knows the Post and does not know Comfort. The twelve publications suggested are known to every dealer, no matter where located. He may not get them in his own home, but he knows them as the greatest publications of the country, he knows what it costs to advertise in them and he stamps the manufacturer who uses them as a big advertiser, as a big manufacturer.

Under these conditions we can make a much greater noise in telling dealers about our advertising plans than would be possible with a lot of lesser known publications. We want to make this noise just as soon as you decide to begin advertising in the fall. To be able to tell dealers that we are going to begin again and are going to continue indefinitely would put new life in thousands of now discouraged or indifferent dealers.

[ATTACHMENT/ENCLOSURE]

EXHIBIT A

The following schedule suggests the use of the Saturday Evening Post and Collier's once in each month, and having Cosmopolitan, Munsey's, Metropolitan, Century and Harper's alternate with Everybody's, McClure's, American, Red Book and Scribner's. Other publications may be substituted or a different method of alternation adopted.

OCTOBER, 1914

Saturday Evening Post	1 page	5,000
Collier's	1/2 page	1,200
Everybody's	Page	600
McClure's	Page	525
American	2 Cols.	500
Red Book (?)	Page	300
Scribner's	Page	250
		<u>\$8,375</u>

NOVEMBER, 1914

Saturday Evening Post	Page	5,000
Collier's	1/2 page	1,200
Cosmopolitan	Page	1,000
Munsey's (?)	Page	400
Metropolitan (?)	2 Cols.	600
Century	Page	225
Harper's	Page	225
		<u>\$8,650</u>

DECEMBER, 1914

Same as October, 1914 \$8,375

JANUARY, 1915

Same as November, 1914 \$8,650

FEBRUARY, 1915

Same as October, 1914 \$8,375

MARCH, 1915

Same as November, 1914 \$8,650

APRIL, 1915

Same as October, 1914 \$8,375

MAY, 1915

Same as November, 1914 \$8,650

[ATTACHMENT/ENCLOSURE]

-2-

JUNE, 1915

Mediums and space to be determined - about \$5,000

JULY, 1915

Mediums and space to be determined - about \$5,000

AUGUST, 1915

Mediums and space to be determined - about \$5,000

SEPTEMBER, 1915

Mediums and space to be determined - about \$5,000

When business conditions made it possible I would suggest the addition of \$3,000 a month for eight months in farm papers, and still later about the same amount for advertising in typical small town publications like the Ladies World.

Herbert E. Blake



Self Phone Walnut 1589

P9

Blake and Burkart
Edison Diamond Disc Phonographs

Walnut Street

Philadelphia Pa

October 1st, 1914.

John H. Burkart

Gay

Mr. Thos. A. Edison.

Orange, N. J.

Dear Sir:-

Last Monday Mr. Burkart and myself, who are handling the Edison Diamond Disc Phonograph exclusively in Philadelphia, visited the factory at Orange and had a whole day's session with Mr. Wilson, Mr. Irton, Mr. Hallowell, Mr. McChesney, and Mr. Phillips regarding advertising in Philadelphia during the coming Fall season.

We were, to say the least, disappointed to find that no publicity campaign of advertising had been mapped out for this city. We were told that all that was expected to be done was in the way of recitals before clubs, churches, institutions etc. and that possibly these would not begin until late in the fall or early winter.

While we were at the factory, Mr. Wilson made mention of the fact that Mr. John Wanamaker of Philadelphia and some of his associates were giving private parties of the Disc in New York a new, big, magnificent, view of yourself, and that they all were greatly impressed with the tone qualities of the instrument. In view of this I would like to bring to your attention the fact that Mr. Wanamaker last Monday delivered before the Walnut Street Business Men's Association of Philadelphia, at their meeting, a talk on advertising and made mention during this talk of having recently heard the Edison Diamond Disc Phonograph demonstrated. His remarks were to the effect that this instrument was far superior to anything in its line that he had ever heard. He mentioned in the course of the talk another Phonograph concern who, with an inferior article, had built up a tremendous business on advertising and that it seemed too bad that the better article should play second fiddle because of insufficient publicity.

We appreciate the fact that the American Public have extreme confidence in you and your products and if they were only aware of the fact that you manufactured a Disc Phonograph, the sales of same would increase materially.

We, as I stated, handle nothing but the Edison Disc and consequently must depend upon its sale for our

I view of the Victor advertising our advertising would not bring you the results you desire. I have been experimenting of the best way in several places & know absolutely

what the value of each one in bringing customers within 3 weeks I shall

I am now arranging for several hundred recitals in Philadelphia

000

There is just one way to sell the
new phone & that's by recitals
& I have absolute proof that for the same
it is at least ten times more
effective - ~~the same as~~ ~~the same as~~

Effectiveness - ~~the ability to achieve what you want~~



Department of the Interior,
Topographical Surveys Branch.

Ottawa, Canada. 2nd October 1914.

Thomas A. Edison, Inc.,
Orange,
N.J., U.S.A.

Mr. Edison

MEADOW CRAFT.

Any we have not yet made
a record of Effie's
may be as late as
We have considerable
Sweet Home record

Gentlemen,-

I lately purchased one of your disk machines from
Mr. James, your local agent, and was very sorry to find that
you have not yet added the name of Edith Helena to your list
of artists. I have heard Miss Helena's Victor record of
"Caro Home" from "Rigoletto", and also some other operatic
records, and I think any records you would have would
be true musical treats.

I think Edison patrons are very fortunate in the list of
records they have to choose from, but it seems to be a little
short in sacred music. Would there not be a good demand for
selections from some of the best Oratorios, such as Elijah
and Messiah, when sung by some of the best artists?

Yours truly,

G. B. Dodge

which will come out
in a week or
two from
the Canadian
Patrol

Hardest E. Blake

John H. Burkart



Bell Phone Mount 1889

Blake and Burkart
Edison Diamond Disc Phonographs
Wholesale Clearance Dept
Philadelphia, Pa.

October 7th, 1914.

Mr. Edison

Recording Department,
Thomas A. Edison, Inc.,
New York City.

Gentlemen:-

Will you kindly write us a letter explaining what is being done, if anything, towards removing the grinding sound from the records.

We appreciate the fact that records are coming through much clearer and smoother than in the past, but people are also getting more critical along this line and we would like to have some authentic word from you as to what Mr. Edison or his associates hope to accomplish along this line in the near future. It would help us greatly in satisfying this class of people.

Yours very truly,

MEADOW CROFT.

BLAKE & BURKART

BY

J. H. Burkart

b/s

The imperfections in the
surface will continue
in time will gradually
disappear

E

Herbert E. Blake

Irvin H. Burkart



Bell Phone Walnut 1589

Blake and Burkart
Edison Diamond Disc Phonographs
Walnut Eleventh Street
Philadelphia, Pa.

October 7th, 1914.

recording Department,
Thomas A. Edison, Inc.,
New York City,

Mr Edison

012

Gentlemen:-

Will you kindly advise us if it would be possible to put through a block of grand opera records only, in the very near future.

The music season starts here very soon and as you know very little in the way of Grand Opera records have been issued during the summer. We are having numerous requests from our customers for new Grand Opera records and we do not know what to tell them.

Kindly let us hear from you.

Yours very truly,

MEADOW CROFT.

IRVIN H. BURKART

B/E

BY

Irvin H. Burkart

I have had recorded nearly every good grand opera record by the principal opera artists in every city in Europe + have listened them out. There is scarcely one in a hundred that have passable voices. The public infer that their

reputation is due to their voices
whereas it is almost entirely
due to their acting, the voice being
secondary and very unnatural
& specially trained to give large
volumes to fill the large
auditorium. but when heard
on the concert stage without
any stage surroundings or
on the phone are generally
abused & ridiculous =
I shall put on all that do
not produce ridiculous
results,

Edwin

DEPARTMENTS
 A) HARPS
 B) HANDS, APOLLOS
 C) SHEET MUSIC
 D) VICTORS
 E) SMALL INSTRUMENTS
 F) GENERAL OFFICE
 G) TUNING & REPAIRING

Clark Music Co.

The Music House of Quality

Syracuse, N.Y.

ESTABLISHED 1890
 CLARK MUSIC BLDG.
 418-420 SO. SALINA ST.

October
 Nine
 1914.

Mr. Thomas A. Edison
 Orange, N. J.

MEADOW CROFT.

*Say that just as soon as
 I am relieved of the
 technical details
 of Rooming, I will
 be going to make
 some experiments
 with Musical
 Instruments &
 shall then
 want a Harp
 Et.*

Dear Mr. Edison:-

You will be interested to know of the excellent work Mrs. Ilson has been doing in our vicinity.

We have the largest Talking Machine Dept in the city, and feel sure that the work she has been doing can not help but bring results.

The writer has personally been on several of the programmes with her, and greatly admires the very skillful manner in which the merits of the Diamond Disc Musical Instrument are presented, and the way the interest of the audience is aroused to these features.

The audiences assembled to hear the programmes were of the finest people of the community.

Did the catalogue of the Clark Irish Harp reach you? I sent it soon after your request, and would be very happy to have you own one of these instruments.

President Wilson stated, only a short time ago when I played for him at the White House, that it would undoubtedly become one of the most popular instruments of the country.

With very kind remembrances,

I am

Cordially yours,

Wm. H. Clark
 Gen'l Manager,
 CLARK MUSIC CO.

MAC/NER

No.

*Mr. Edison
Mr. Wagner's letter
was not attached. It
has probably been sent to
Mr. Wilson, in which case
you will probably see it
later. Meanwhile*

October 10th, 1914.

Messrs. Edison and Wilson:

You will recall that a year or more ago we entered into an agreement to lease a building that was to be erected for our account at Soho Square, London; this building to be devoted entirely to the use of our London Office. The builder found that in erecting this building it interfered with the light of the adjoining property. As a consequence, the builder was obliged to modify the plans of the building to such an extent as to make it entirely unsuited to our use and we refused to accept same.

Some time afterward, Mr. Wagner entered into negotiations with an idea of taking over an entire building on Wardour Street, these premises being well adapted to our purposes. Mr. Wagner's idea was to sub-let a portion of this building. When it was decided to discontinue the London Recording Plant, which would necessitate our occupying only a small portion of the building and sub-letting the balance, Mr. Wagner discontinued negotiating the lease, preferring rather to lease a portion of the building. Another film concern (the J.D. Walker Company) finally rented the entire building, and Mr. Wagner decided that it would be unwise to rent a portion of the building from the Walker people, as the Edison Company would lose its identity by so doing.

In a letter just received from Mr. Wagner, dated October 2nd, which you will find attached, he advised us having found a building next to the Walker premises, which he believes will be splendidly suited to

Messrs. Ellison and Wilson - #2.

10/10/14.

our needs, as per particulars given in his letter.

We have just received the following cablegram from Mr. Wagner:

"Refer my letter second new proposition Wardour premises. Have agreed with landlord terms lease satisfactory our solicitors and myself, but lease must bear directors signatures and company seal. Am mailing unofficial copy lease today. Please cable your approval immediately received so we can obtain landlord's consent begin preparation readiness occupancy whilst final lease copied here and completed by you. Minimum terms seven years option extension further seven."

When the copy of the proposed lease which Mr. Wagner advises in his cablegram he is sending today is received, and you approve same, we can then cable such approval to Mr. Wagner as per his request.

By referring to Mr. Wagner's letter, you will note that he does not anticipate any trouble in connection with the Scho Building, as it is reported that the building has been let to a picture theatre syndicate.

WALTER STEVENS.

Encl.

W S
C

Oct 17 1914.

Mr. Edison.

The attached is -12 program
given by Mrs. Graham at Dun-
bergoes. It was a great success
attracting 500 people or the
capacity of the Auditorium.
You will note the numbers
4-5-9 and 11 are numbers
by living artists. Mrs. Graham
wanted to try the stunt
as an experiment. She says -
as do we all - that voices
should not be mixed with
the phonograph but - that
piano and interpretive dancing
add materially to the program.

Chas. D. D.

~~Don't understand this~~
this - 12

[ATTACHMENT/ENCLOSURE]

CONCERT

BAMBERGER AUDITORIUM

FRIDAY, OCTOBER 9TH,

2.30 P. M.

MISS GRACE NORTHRUP - SOPRANO
MR. NORMAN JOLLIFFE - BARITONE
MISS ETHEL TOZIER - PIANIST

Also Classic Dances and New Records of the
Edison Diamond Disc Instrument.

PROGRAM

1. OVERTURE
"William Tell" *Rossini*
Edison Diamond Disc Record No. 80128
2. TENOR
"Ah Non Credevi" (Mignon) *Thomas*
Giuseppe Ascellini—Edison Diamond Disc Record No. 83015
3. VIOLONCELLO
"Träumerei" *Schumann*
Paulo Grunze—Edison Diamond Disc Record No. 80071
Classic Dancing
4. SOPRANO
Wind and Lyre *Ware*
The Rosary of Spring *Bliss*
Miss Northrup
5. PIANO
D Flat Etude *Liszt*
G Minor Prelude *Rachmaninoff*
Miss Tozier
6. Hearts and Flowers *Tobani*
Edison Diamond Disc Record No. 80091
Classic Dancer
7. CONTRALTO
"Ah! Mon Fil" (Le Prophete) *Meyerbeer*
Marie Delas—Edison Diamond Disc Record No. 83019
8. VIOLIN
Souvenir of Moscow (Russian Air) *Wieniawski*
Albert Spalding—Edison Diamond Disc Record No. 80071
9. BARITONE
Here on the Brue *Jordan*
Banjo Song *Homer*
The Ringers *Lohr*
Mr. Jolliffe
10. SOPRANO
"Charmant Oiseau" *La Perle du Bresil*
Anna Cass—Edison Diamond Disc Record No. 80129
11. PIANO
A Flat, Polonaise *Chopin*
Miss Tozier
12. VIOLIN
Rondo Capriccioso *Spalding*
Edison Diamond Disc Record No. 82043
Classic Dancing

CONCERT ARRANGED BY MRS. ROBERT S. GRAHAM

Next Concert, Wednesday, October 14th.

B. M. HARGER,
PRESIDENT

A. A. DECKERT,
VICE-PRESIDENT

H. H. BLISH,
SECRETARY

G. G. SILZER,
MANAGER

GRAPHS

HOBBES

MOBILES

CARRIAGE

WINE RECORD

RADES

RADES

RADES

RADES

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ESTABLISHED 1887

HARGER & BLISH

INCORPORATED 1884

CYLINDER
PHONOGRAPHS

WESTERN

EDISON
DISTRIBUTORS

DISC
PHONOGRAPHS

MEADOW CROFT

DUBUQUE
DES MOINES
SIOUX CITY

"DES MOINES DOES THINGS" Oct. 13, 1914

Mr. Walter Miller,
C/O Thos. A. Edison, Inc.
Orange, New Jersey.
Dear Mr. Miller,

We are having a very heavy call for "My Orony Melody" selection by orchestra or band. I believe, that it will prove the biggest kind of a hit if you were to so record it. I understand, that it has already been recorded in the song and I look for a big sale when it appears.

Will you let me know whether the song "hits" now so popular in sheet music have been recorded. "I want to go back to Michigan", "Just for tonight.", "Way down on Tampa bay.", "Oh my love." & "Follow the crowd." We have had a number of quiries, as to the reason why Anna Chandler, Sophie Tucker and Irene Franklin have recorded nothing as yet on the Disc.

There has been such a cry on the part of the public, that we have so few artists singing, that almost any kind of a record by a different artist would help out in the catalogue. While over at the factory Monday, Mr. Edison played for us, one of the Van Epps Banjo Trios, that was simply great and if we could have more similar ones or snappy band selections with specialties and traps and drums interpolated in them, would add greatly to the variety.

We are to have Anna O'Case here October 28th. and I will keep you posted as to the kind of a "Hit" she makes and her appearance.

I am very sorry that I was unable to get down to the laboratory, as there were a number of things that I would liked to have talked over with you, but I was pressed for time and found it impossible to accomplish even half of the things I set about to do.

With kindest regards and best wishes, believe me

Very truly yours.

HARGER & BLISH.

THE LARGEST EDISON PHONOGRAPH JOBBERS BETWEEN PITTSBURGH AND SAN FRANCISCO

Good start Wed - 10/14/14
Mrs Edison 5

I am glad to
be in a position to report the
result of field forces (demonstrators)
first day's work - Huge success
28 future Recitals being arranged
for - as follows -

Mrs - Brophy	-	4 -
" - Purdy	-	4 -
" - Paynter	-	4 -
" - Joyce	-	3 -
" - Baldrissi	-	3 -
" - Coyle	-	2
" - Gables	-	2
" - Tighe	-	2
" - Doyle	-	2
" - Gangford	-	2
Total -		28 -

Brophy had a first class interview
with Mr Maxwell, Supt. Board of
Education - New York City, who is
very favorably inclined to grant
permission for a Recital in every
Public School within Greater
New York - Is considering &
will advise within a few days
- This looks good to me -

Purdy had an interview with
The Rev. Mr. Baptist Mission So-
ciety of America - He has already
consulted to have 1700 Recitals
given in their Missions all through-
out the United States - Will
write letter relative to same to
New York office within a week
or two - You desire some ad-
literature -

Baldelli will conduct a Recital
Tues - 10/20/14 at 9-9-M-30 Minutes
at Girls Manual High School -
Halsey St & Nostrand Ave. Brooklyn

Pastor Russell of Baptist Temple
has arranged for Recital to-morrow
Thurs 10/15-14 at 3.30 P. M. -
Columbia Heights Brooklyn &
promises consent for Recitals
for all Baptist Churches in
Greater New York -

I think you will agree we can
consider it a fine start -

Piling

REPORTS ON FUNDAMENTAL
BUSINESS CONDITIONS

PERSONAL

FOR MERCHANTS, BANKERS
AND INVESTORS

BABSON'S STATISTICAL ORGANIZATION

INCORPORATED

ROGER W. BABSON, PRES.

ADDRESS REPLY TO
CIRCULATING OFFICES

WELLESLEY HILLS, MASS., OCT. 26/19
BUREAU OF BOSTON

Thomas A. Edison, Esq.,
Orange, New Jersey

Dear Mr. Edison:

I believe you could make a grand
coup d'etat for the Edison Disc
Phonograph by sending some one to
Europe and getting a personal message
to the American people from the
crowned heads, relative to the war.
I believe that a bright fellow with
experience in obtaining interviews
could get records from King George,
the President of France, Emperor
William, the Czar of Russia, and all
the rest.

Furthermore, I believe these
records would be splendid sellers.
Every family would want one or two,
and many would buy the entire set.
Think it over. I speak on the Euro-
pean situation at the Technology Club,
17 Gramercy Park, next Tuesday night,
and if you wish to see me, I can come
over Wednesday evening on my way to
Philadelphia, where I speak on Thursday.

Sincerely yours,

Roger W. Babson

RWB/K.

Although obtained from sources believed to be accurate, our reports and opinions are not guaranteed. Merchants
they are given in strict confidence for the use of subscribers only.

*say this himself
coming to America to
offer public to
the world the
records of the
war -
but I like it very
much*

G²⁰

Important 853 St Nicholas Ave
New York City
Oct 18th N.Y.
Mr Edison
Awaiting answer

Dear Sir.

Pardon me for trespassing on a few moments of your valuable time but I wish to speak to you on a thing very dear to me and I also think very dear to you. You remember me I hope as introduced to you by Mr. Dabner and who you if you remember said "This is not loose it is Bill Taft I don't like you & won't vote for you" I merely mention this

so that - perhaps of a might-kind
who I am among your many
acquaintances. Also Mr Edison I am
one of your greatest admirers as
the inventor of the greatest of all
Phonograph. By The "Aurora" for that
machine stands without a peer.
Now to be brief and to the point I
am writing to ask you to please
not let this machine fall out of
existence as it surely will if
Jens Mr Miller continues to put
on the market such records as he
is now doing, and has been doing
for a long time. This month he
cut the number down to 20 Records
and not one of them were of any
real beauty. Reproductions of very
old records are what he puts out
most of the time I will admit that

a few records are fine & up to date.
We want more of that class, I am
one of your largest buyers as I
run those over 4,000 of your records
in my collection. But even I cannot
get more than 6 or 8 a month that
one of taste & culture would have.
You did at one time put out some
very fine records, & then I was in
the habit of taking nearly the entire
list. I know Mr Edison that this
new disc machine is being put
forward as the best but pardon
me if I cannot agree with you.
The Amberola is the finest on Earth
and should not be relegated to the
back ground. Then Mr Edison please
won't you come Your Mr. Ixeton to
have Mr Miller get out some better
records, than he has been. I love
the Amberola & don't want to see

it killed. I do not know how
to express myself to show you
what a pity it is to let this
Grand Phonograph die for the
want of good records. To keep
up the merit of its power. What
if Caruso were to sing for this
Machine there would be nothing
like it on Earth, or even such
singers as his Class, then there
is a singer Evan Dell, also by name
The first grand singer that Mr Miller
just in was last month. Dan Bedoe
by name now he is as good as William
or any body else & you can never
get any better. But the only has sung
once. Let me beg of you to try & have
this thing attended for one of your greatest
admirers. Respectfully
Franklin Cox

October 22, 1914

109

Mr. Edison,
 Mr. Wilson,
 Mr. Maxwell,
 Mr. Ireten,
 Mr. Bergstrom:

Following is a list of the publications selected
 for the Disc Phonograph advertising for December:

Publication	Space	Cost
McClure's	Page	525.00
Comopolitan	Page	840.00
Lanssey's	Page	400.00
Everybody's	Page	600.00
Scribner's	Page	250.00
American	Page	650.00
Saturday Evening Post	Page	5,000.00
Literary Digest	224 lines	392.00
Life	224 lines	336.00
		<u>\$8,995.00</u>

L. C. McChesney

LCM:AZ

Hayes
Tate Miller
Mr. Hayes to ~~give~~ give 2nd
trial

You must have
Miss Case's report up

there - I cannot find it.
She made a disc trial

Wm. H. Casanova

Oct 23/14

D6

Mr. Edison -
See Hayes' report
attached. It would not do
to suggest to Miss Case that
she go to Miss Hayes. They
are rival teachers. I think
it might be well to give
her a second trial -
Measurements

100
Oct. 26, 1914.

Messrs. Ireton, Leonard, Redfearn, Eckert, Smith, L.O. McChesney:

We frequently receive letters from individuals who ^{want} a
disc record made of some of their family or friends, and as the pro-
ducing of a single record is not only very expensive, but also
interrupts our regular work, it has been decided to charge the fol-
lowing prices:

For the making of master record and necessary moulds
from which to make a commercial record, \$50.00 for
each selection.

For the commercial records, \$5.00 each.

In cases where several selections are desired made and a
large number of commercial records of each selection would be re-
quired, the price above quoted would not necessarily apply but on
the contrary special prices should be quoted, dependent on the num-
ber of selections to be made and the number of commercial records
to be taken. These special prices can only be arrived at by con-
sidering each request individually.

CHW/IWW

C. H. W.

Copies to Messrs. Edison, Maxwell and Chas. Edison.

Ford Motor Company
Automobile Manufacturers
TELEGRAM

RECEIVED AT *file.*

10 08 00 00 RUSH 2:2721

85
Orange NJ Oct 28th 14

Thos. A. Edison

Care Henry Ford Detroit, Mich.

Thought you would be interested to know results New York recital
scheme one hundred forty eight recitals arranged thirty two given
to date.

Headovercroft..

10/27
October 28th, 1914.

Mr. E. J. Berggren;

Now that the affairs of the Douglas Phonograph Company have been wound up, I hand you by bearer a package containing books, etc., which I have been holding in my possession for some time as Secretary of the Douglas Phonograph Company.

This package contains the following:

- 3 Bank Books; one containing ^{Cancelled} Check \$3040, drawn to the order of the New Jersey Patent Company, amounting to \$1,791.54, to close the account with the Germania Bank.
- 1 Book "Bills Receivable".
- 1 Fidelity Trust Company Check Book.
- 1 Stock Book and Stock Ledger.
- 2 Share Certificate Books.
- 2 Time and Pay-Roll Books.
- 1 Envelope containing correspondence, drafts of minutes, etc.
- 1 Douglas Phonograph Company Seal.

Kindly acknowledge receipt.

WALTER STEVENS.

W S
C

Copy to Mr. Eilson and Mr. Wilson.

A8

Day we are working out a proposition something like yours, whereby we exchange old machines for new ones, this can only be done by automatic machinery everywhere.
Toppenish, Wash.
Oct. 29, 1914

President, Edison Phonograph Co.,
Orange, N.J. *Can have enough margin to permit.*

Dear sir: I am writing you a rather lengthy letter, but I think I have a proposition herein explained; The production of which would be to our mutual interest.

the latest blue ambal records
Did it ever occur to you the large number of Edison machines of the standard, home, & fireside type that are not being used. Perhaps you are in a better position to know about that part of it than I am; but I am taking my own community for example where I can count at least thirty machines not in use here and if the same condition prevails all over the States the amount of machines not in use would be appalling. The reason is that they look dinky and old fashioned in comparison with the latter machines. My idea will overcome this; and people can't see their way clear to purchase new machines when they all ready own one that plays the music well; but the fact is they don't use them because they don't like the looks. The music rendered is very creditable.

I handled the Edison line here for three years "and done some business too, as Eilers house will agree." Therefore it is nothing more than second nature that I should be very zealous to boost the Edison line. I was the Edison dealer here when the new horn and the four minute attachment came out and I well remember the boost it gave therecord sales, most salesmen live on these little new improvements their concern puts into the line.

I am going to be very frank and lay a proposition before you that I think will make a big improvement in the old machines, as well as to cause one of the largest sales of Edison records that anyone has ever seen.

My plan is to make cabinets to place the old machine in, which will give a hornless type of machine and a more modern appearance. One might think cabinets would be to expensive

and that the original value of the machine would not warrant such an additional expenditure ; but the cabinet must be made of western wood and stained , grained , or stippled. They must be confined to the mission, straight line type so as to not to conflict with the sale of the later high priced hardwood cased machines. I have produced models and plans of cabinets that do the work perfectly involving some original features into them The cost of these models has been three to three and one half dollars each including new horn attachment and all, complete. So you can see that by factory and quantity production they could be placed in homes at from ten to twelve dollars . A price which many have paid for record cabinets alone; and a price by which dealers could place countless numbers of them ; thereby bringing into use a great number of phonographs that are stored away in a garret just for the want of a new feature which would act as a great stimulant to the record sales which would be of course the sole aim.

I could go ahead and describe in detail my plan but I think I have said enough to give you an idea of what such an improvement would do if put into effect as well as the real need of the improvement for the dealer and owner of these machines. I don't want to forget in passing to state that I have worked on this proposition for a long time and that I have every thing worked out to the slightest detail; as well as that the change can be made in the machines by any one in five minutes.

There is no uneasiness on my part that I will not be remunerated for my pains and thoughtfulness even though I have taken no means to protect myself I only hope that I have succeeded in showing you the usefulness of my idea

I am

Yours Truly

Virgil G. Grant

P.S. Please answer quickly.



THE VICTOR TALKING MACHINE COMPANY
INCORPORATED IN THE UNITED STATES OF AMERICA
HARTFORD, CONNECTICUT, U.S.A.

Victor Talking Machine Company

CABLE ADDRESS
VICTOR

CAMDEN, N.J., U.S.A. October 29, 1914.

Newspaper Advertising
for November.

To Victor Dealers:-

Five times during the month of November the newspapers of your city will carry a big Victor advertisement, which, coming at the psychologic moment, will result in a great quantity of business in your town.

We know, and you know, the enormous amount of business which materializes every year through our national magazine advertising. It benefits all Victor Dealers everywhere, but this newspaper advertising is another matter. It creates a specific demand in a specific locality - yours.

The business resulting from this advertising will be secured by you and by the other Dealers in your city and it seems to us that you will not be giving yourself a square deal if you don't make the strongest possible bid for your share of this specially created business. You should advertise your ability to supply the public needs, as vigorously as we advertise the need and the pleasures of having a Victor.

Yours very truly

VICTOR TALKING MACHINE COMPANY

*Mr. Edison
only not
unchain your
own dogs of war.
You've given
us the best
product - not
give it some
improvement
and we'll
clean 'em up.*

HARPER 24, 2154
Cincinnati, O.

Herbert E. Blake

Frederic H. Burkart



Blake and Burkart
Edison Diamond Disc Phonographs
McLanahan Building
Philadelphia, Pa.

Bell Phone No. 1589

November 3rd, 1914.

Recording Department,
Thomas A. Edison, Inc.,
New York City.

Gentlemen:-

Will you kindly advise us when any more
of the Anna Case records will be issued and if possible
what selections she has recorded for us.

We have made a campaign of advertising
here in Philadelphia to popularize Miss Case's name
and are having big demands for more of her records.

Would appreciate what information you
can give us.

Yours very truly,

BLAKE & BURKART

BY

H. E. Blake

B/E

Mr Edison
Hays
see below
many letters
received



THE WARNER & SWASEY CO.

CLEVELAND, OHIO, U.S.A.

NEW YORK OFFICE: 509 N. 5TH ST.
 BOSTON OFFICE: 100 N. 5TH ST.
 CHICAGO OFFICE: 100 N. 5TH ST.
 DETROIT OFFICE: 100 N. 5TH ST.
 PHILADELPHIA OFFICE: 100 N. 5TH ST.
 PITTSBURGH OFFICE: 100 N. 5TH ST.
 RICHMOND OFFICE: 100 N. 5TH ST.
 ST. LOUIS OFFICE: 100 N. 5TH ST.
 WASHINGTON OFFICE: 100 N. 5TH ST.

Mighty like a rose will
 be remembered soon —

Massachusetts Elog has already been
 Thomas A Edison and
 second degree, H. J. Little Gray Home
 has been ordered by 2 buyers with
 gentlemen: Hope to get a satisfactory
 satisfactory

I like my new Model A 250 Edison disc machine very
 much and think it far superior to other makes that I have had in
 the past.

I miss some of the old favorites from the record list but
 appreciate the vast amount of time and labor to bring the list
 to a complete condition. Would like to find Massena's "Mighty
 like a rose", "Little Gray Home in the West", appear
 before long.

My object in writing was to ask your opinion as to coating
 the records with a thin coating of pure glycerine with a soft
 cloth. A friend of mine with one of your machines says it
 eliminates every "outside" sound. Do you think it wise to
 use it?

Very truly yours,

J. B. Barry

Robert H. Barry

Mr. Taylor

Will Barry
 let me know
 how soon

My - Little Gray Home in West

We have recorded, it will look
 up the others

Say oil or glycerine
 does no good they gather dirt
 We are constantly work on the surface
 sounds of I shall never quit till I
 get rid of them altogether

2

Telephone 250, Murray Hill

ESTABLISHED 1891

Behning Piano Co.

Manufacturers of

Grand Upright & Player Pianos

Warerooms 425 Fifth Avenue

AND NO. 1 EAST 30TH ST.

Factories

East 153rd St. & 1st Avenue, New York

"OVER FIFTY YEARS OF ARTISTIC IDEALS"

Nov 7th 1914

Mr Thomas A. Wilsen,
West Orange,
New Jersey.

My Dear Sir:-

One of my salesmen who is endeavoring to sell a BEHNING player piano to Mrs J.A. Kelly of this city tells me this morning that Mrs Kelly is quite discouraged from buying because of the fact that you had told her that no player piano was worth while.

I know that you must have a high ideal regarding tone, as evidenced by your new disc phonograph, of which the writer is a great admirer, and I think perhaps that your idea of all player pianos must have been formed by hearing those that did not have the proper pedal touch, or perhaps by NOT having heard the BEHNING.

When you are next in our vicinity, why not stop in and allow the writer to demonstrate to you that there is at least one player piano that has the HUMAN touch, just as there is one phonograph that has the HUMAN voice?

This firm manufactures their player complete in their own factory under exclusive patents owned by themselves and I am enclosing a small booklet which I have presumed to mark in order to call your attention to the mechanical reasons for BEHNING superiority.

Trusting that you will receive this letter in the spirit of which it is written I am, sir,

Very truly yours,

George A. Scofield

Mgr BEHNING PIANO COMPANY

GAS.

"SUPREME IN MUSICAL RESULTS"

B. M. HARGER,

PRESIDENT

G. C. SILZER,

VICE-PRESIDENT

H. H. BLISH,

SECRETARY AND TREASURER

H. H. BLISH, JR.,

ASST. SECRETARY

ESTABLISHED 1887

HARGER & BLISH

INCORPORATED 1904

CYLINDER
PHONOGRAPHS

WESTERN
EDISON
DISTRIBUTORS

DISC
PHONOGRAPHS

DES MOINES
SIOUX CITY



"Des Moines does things"
H. H. BLISH

11/11/14

Thos. A. Edison, Personal,
Thos. A. Edison, Inc.,
Orange, N.J.

Dear Mr. Edison:-

Some months ago you wrote me over your own signature, promising that you would see that before very long, special records would be issued that could be used by the masonic order in their ritualistic work.

We as you know, campaigned the Masters of every Lodge in Iowa last June and are again addressing a letter to the Masters of each lodge, enclosing a facsimile as per the copy, we hand you herewith, of a letter we got one of the Lodge Masters to write us, as to how indispensable he considers the Edison Disc in Lodge work.

One of the stumbling blocks to sending to homes, however, is the fact that there are no special records, Masonic records listed by you.

There are somethings such as, "Lead Kindly Light", "Hearer, My God, To Thee," that can be used very nicely and which are now in the catalog, but there are others that really are indispensable; such as "Gilead's Horn".

I hand you herewith, a piece of literature that the Victor Company got out about a year ago which shows you what they are listing in their catalogs. I believe that if you could have four such records made and issued very soon that it would surprise you as to the volume of business that would come from all over the country solely from Masonic Parties.

The Edison instrument fits beautifully into the work and the only thing lacking is the special records.

Will you kindly pass this memorandum on to Mr. Miller and issue instructions to him to get something of

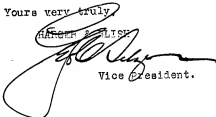
THE NEW DIAMOND REPRODUCER HAS REVOLUTIONIZED TONE REPRODUCTION

Handwritten notes:
"I have been a lot of these Masonic songs have been a each year to get them all out of once would need about 20 to 25 discs per lodge"
"I have been trying to get them all out of once would need about 20 to 25 discs per lodge"
"I have been trying to get them all out of once would need about 20 to 25 discs per lodge"

this kind into the hands of the trade at as early a date
as possible.

Yours very truly,

~~WALTER B. LUSH~~

A large, stylized handwritten signature in dark ink, appearing to read 'W. B. Lush', written over the typed name.

Vice President.

GCS/GH.

[ATTACHMENT/ENCLOSURE]

The Edison Fills a Place in the Lodge Room



Waterloo Lodge No. 105
A. E. and A. M.

Wardens, Iowa, June 29, 1934. (1)

Enger & Ellich,
Des Moines, Ia.
Gentlemen:

I had the pleasure of attending GRAND LODGE a few days ago in Des Moines and of visiting Capital Lodge in their beautiful new home and enjoying the third, as it was so ably exemplified. The idea that occurred to me was that Capital Lodge had solved one of the greatest problems of the floor work, GOOD MUSIC.

The Edison Disc Phonograph used that evening under a lasting impression on me and I came home determined that Waterloo Lodge #105 should benefit by what I had learned. Accordingly we had an Edison installed in the East. It was a great success from the start and you could not remove that beautiful instrument from our Lodge room now.

This instrument fills a long felt want in our Lodge and I know I voice the opinion of all Masters who are anxious to put on good work when I say that the music has been her chief problem. Now if any of the Craft have the ability and time to furnish it for the Lodge and when wanted are generally absent.

The Edison Diamond Phonograph fills the bill completely and in a way that only a fine orchestra and a trained quartette could. Every Lodge in the State should have one.

I am mailing you a picture of our Lodge showing the Edison on the job. It's even better than it looks.

Sincerely and Fraternally Yours,

M. C. Johnson
H.M.

[ATTACHMENT/ENCLOSURE]

Victor Records

for exemplifying the work of

Entered Apprentice, Fellow Craft
and
Master Mason Degrees

J. & A. M.



10-inch Double-Faced Records, 75c Each

- 17258 { Entered Apprentice Degree, F. and A. M., No. 1—*Reception Anthem*—
"In Heavenly Love Abiding" (Thalberg) (Organ accompaniment) Metropolitan Quartet
Entered Apprentice Degree, F. and A. M., No. 2—*Old—"Duke Street"* Sousa's Band
(Haston)
- 17259 { Entered Apprentice Degree, F. and A. M., No. 3—*Funeralion*—
"Behold How Good and How Pleasant" (Organ accompaniment) Metropolitan Quartet
Entered Apprentice Degree, F. and A. M., No. 4—*Obligation—"So Holy Is God"*
No. 5—*Light—"In the Beginning"* (Haydn) (Organ accompaniment) Metropolitan Quartet
- 17261 { Entered Apprentice Degree, F. and A. M.—*"Behold How Pleasant*
and How Good" (Alto, "Auld Lang Syne") (Organ accompaniment) Metropolitan Quartet
Fellow Craft Degree, F. and A. M.—*"His Love Inspires Our Being"*
(Alto, "Missionary Hymn") (Organ accompaniment) Metropolitan Quartet
- 17260 { Master Mason Degree, F. and A. M.—*"Let Us Remember in Our Youth"*
Master Mason Degree, F. and A. M.—*"Solomon Strikes the*
Funeral Chime" (Alto, "Pledge's Hymn") (Organ accompaniment) Metropolitan Quartet





The Phonograph Co.

Exclusive Edison Distributors

Proprietors

The Edison Shop

Salesrooms & Offices - 229 So. Wabash Ave.



Chicago November 11, 1914.

Mr. Thos. A. Edison,
Thos. A. Edison, Inc.
Orange, N. J.

Dear Sir:-

Mr. Goodwin has asked me to give you the expression of our public regarding the new Disc records, particularly the dollar and a half list of popular selections.

We find that our patrons take the records out, then return them in whole blocks, saying "Very nice indeed, but we simply can not fill up our whole library of music with records by Elizabeth Spencer, Walter Van Brunt and Thomas Chalmers, much as we like their voices. We must have a wider selection, and different voices."

We feel that our answer to our argument will be that these voices record so perfectly. That is also our answer to our public, and is freely admitted by all. We realize the difficulties under which you are laboring at the present time, but we do hope that more singers with as fine voices will be forthcoming.

They are clamoring for more records sung by

Anna Case.

*Say we have 1/2 doz Anna Case
recorded, naturally we can't
get out all at once, we have
also more than 15 other artists
who have made records -
We are prevented from putting
out what we would like
by the (misable to me) dance
records a war song stuff -
We have the goods of cost
can suit get a chance to
put them out*

Mr. T. A. Edison.

They also ask for some simple songs, and string orchestras, among the dollar records.

Since the Schubert "Ave Maria" went on sale we have been besieged with requests for piano solos. Everyone considers the recording of both violin and piano most wonderful.

Next on our "Request List" appear "Bell Solos." Wherever the bells are used in our present records, the tones are so rich and deep that they give promise of being most successful when recorded as solos.

Everyone out here is so tremendously enthusiastic about your Diamond Disc Phonograph, and so intensely jealous of its reputation, both artistically and commercially, that we simply can not bear to see the other "talking machines" chosen, or our patrons dissatisfied, because of our lack of repertoire and artists.

Yours very truly,

THE PHONOGRAPH COMPANY.

Miss Louise B. Trow
In Charge Retail Record Department.

LET:L

A little slower.
Soprano.

CHORUS.



Oh! Mam-my, how I lub you, Mam-my how I miss you, When I reach de gold - en shore; Yo'll



Oh! Mam-my, how I lub you, Mam-my how I miss you, When I reach de gold - en shore; Yo'll



Oh! Mam-my, how I lub you, Mam-my how I miss you, When I reach de gold - en shore; Yo'll



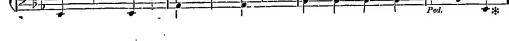
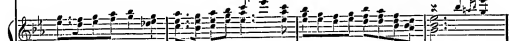
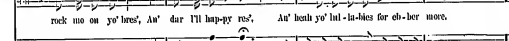
ritard. rock me on yo' bres', An' dar I'll hap-py res', An' heah yo' lul - la-lies for eb-ber more. *D.C.*



rock me on yo' bres', An' dar I'll hap-py res', An' heah yo' lul - la-lies for eb-ber more.



rock me on yo' bres', An' dar I'll hap-py res', An' heah yo' lul - la-lies for eb-ber more.



Great Southern Song

"Mammy, How I Miss You"

Lyric and Music by MRS. JEANNETTE ROBINSON MURPHY

On Sale by C. H. Ditson & Co., 10 E. 34th St., New York City, or by the Composer, 401 E. Concord Ave., Orlando, Fla.

PRICE 25 CENTS

WHAT IS BEING SAID ABOUT THE SONG

Extract from Letter by Rev. Dr. William Sheafe, Chgo., Rector of Christ Church, Brooklyn, New York.

Dear Mrs. Murphy:

I cannot speak too highly of your charming musical lecture recital last night in the Chapel of Christ Church. You told your audience spellbound and entranced by your contrives from the beginning to the end of a delightful hour and a half. As I would like to prophesy that your own sweet and pathetic song, which you sang for us, "Mammy, How I Miss You," will spread like wildfire and become one of our most popular American songs.

Most cordially yours,

WILLIAM SHEAFE CHGO.

From an Editorial in The New York Evening World.

She had the soul of the true artist-creator, had old Black Mammy. Her standard of "quality" was the very highest. The gentlemen and ladies who grew up under her guardianship were the "real thing." She was more joyous and watchful of the dignity, pride, and honor of the white than her "white folk" themselves. Such is the Black Mammy whom in *Scatterlings* lady has named—Mrs. Jeannette Robinson Murphy—has put in song:

"And when yo' chillun come alone,
She'll be der Mammy too—
It's funny how dey'll lub her best,
In spite ob dey yer do.
An' she'll tell 'em rabbit stories,
Lik awe used ter tell ter you,
De'ts what de Mammy good for."

MAMMY, HOW I MISS YOU.

I

Jes' ter ter' de little young n' when it's linnin' how ter creep,
An' ter kias de loatin' peoplers, when ev' yvins ter ter weep;
An' ter rock de loatin' lubber when he wait or so ter sleep,
De'ts what de Mammy good for.
She den' know nuthin' 'bout de readin', writin' an' de ren',
Dut when it come ter sheavin' de 'er singin' wid de ben',
An' er lubb' hard de loatin' linn' n' loyin' on her bress,
De'ts what de Mammy good for.
She'll muss yo' lub de baby, when yo' dyin' by yo' no's,
An' she'll slip yo' loatin' mumps' when de'st's sturin' yo' ter def,
De'ts what de Mammy good for.
De'ts what de Mammy good for.
An' when yo' chillun come alone, she'll be dere Mammy too
It's funny how dey'll lub her best, in spite ob all yer do.
An' she'll tell em rabbit stories, lik she use ter tell ter you
De'ts what de Mammy good for.

II

When it come ter fryin' chicken, battin' biseek on "Pileus",
An' de "Hoppin' John," an' "Dolly Lun" an' honey, she'll it so?
She kin beet de wot's a coolin', an' er celtin' "Gumbo,"
De'ts what de Mammy good for.
She nebbor beet ter cookin' school, her kithen am a sight,
She nebbor tink ob savin', on 't'he bosom black an' white,
Dut ter keep e family happy wid a hearty appetit,
De'ts what de Mammy good for.
Dut de sweetest thing about her, it's a keepin' ter de liss',
How she use ter sing de Bible ter me yonder in de p's
An' she'd plint me ter n' Jesus, an' she make me hol' him fas',
De'ts what de Mammy good for.
She lib' so po' an' lumbin' lak, she lub her Saviour so,
Is all her holy singin', Him 's de only name she know,
An' ter bring de sabbly freedom ter her Meester back below,
De'ts what de Mammy good for.

From the Reporter-Star, Orlando, Fla.

"Mammy How I Miss You" is a true Southern song, being written and composed by Mrs. Jeannette Robinson Murphy, herself the granddaughter of a Confederate surgeon, of Louisville, Kentucky.

This song, like Foster's famous songs, is written in the soft, plaintive negro dialect. Some of Stephen Foster's songs are written to describe a negro man longing for the good old plantation days. Yet, when we sing "My Old Kentucky Home" and "Swing Low, Sweet Chariot," we forget that we are singing the sentiments of the colored race, and appreciate them as reflections of our own feelings. So in this song of "Mammy, How I Miss You," the words represent an old negro depicting the virtues of his mother, and yet we sing them as a heart felt tribute to the old "Mammy," who nursed our fathers. Can anything be sweeter than the poem or more descriptive of the virtues of every devoted and faithful colored "Mammy"?

Kentucky Song Writer.

From the Sunshine Bulletin, New York.

An ardent Sunbather, Mrs. J. Robinson Murphy has written the lyric and the music of a song, which appeals to every true Southern heart. As Mrs. Murphy was born and brought up in Louisville, Kentucky, it is but natural that she should write a typical Southern song. It bids fair now to become the favorite song of the many chapters of the United Daughters of the Confederacy and of the Sons of Confederate Veterans.

The Conductor of one of New York's largest Military bands declares that this "Mammy, How I Miss You," is one of the prettiest songs he has played since the days when Foster gave to the world his immortal "Old Kentucky Home."

Mrs. Murphy has succeeded in making the music characteristic of the Negro, even going so far as to interweave a real Negro "spiritual" into her melody. "Better Walk Steady" is called upon to furnish the foundation for the minor strains in the song. This calls to remembrance what Mr. Carl Engel says in his "Study of National Music" about the liking which a select orchestra had for this same weird Negro music: "Mrs. Panny Kumble, mentioned with expressions of admiration the talent for music evinced by the Negro slaves in Georgia in their vocal performances. With the acute discernment of a true artist, she remembers that when listening to their songs, it always made her wish that some great composer could hear them. With very little skillful adapting and instrumentation, I think one or two barbaric chants and choruses might be evolved from them that would make the fortune of an opera."

"Mammy, How I Miss You!" is bound to live for many seasons. First, because the lyric itself is a heartfelt tribute from the South to its old Black Mammy. Second, because the air reflects the true Negro music. Third, because the touching words of the lyrics, together with the pathetic melody, have a way of fastening themselves around your very heart strings and after hearing it you find yourself, before you are aware of it, going about, unconsciously singing over and over again the plaintive refrain:—"Mammy, How I Lub You, Mammy, How I Miss You!"

ENCORE VERSE

When yo' meeney gone an' lef' yo', an' yo' feelin' mighty blue
An' yo' in de deeper' trouble, an' yo' dinnae what ter do,
Jes' tell her all about it, an' she'll study dip for you.
De'ts what de Mammy good for.
She laughin' morn' an' morn' an' yo' weebler see her frown,
She tote a "hand" an' rabbit's foot, ter fetch her luck aroun',
She kin hoodoo, for she wuk de roots she grabbin' out de groun'
De'ts what de Mammy good for.
She'll tell yo' how de witches te de horses morn' an' night,
An' how de hants an' ghoskes trouble when de moon on right,
She tote a "hand" an' rabbit's foot, ter fetch her luck aroun',
De'ts what de Mammy good for.
But you ought ter see her "Fit de Jub",
She kin dance de "Vireo" an' "Fiddlin' Lou," an' simos' anythin',
When she "knock de Tommy Walker," M'p! Dut Peopel! dat she sing!
De'ts what de Mammy good for.

CHORUS

Oh! Mammy how I lub you, Mammy how I miss you,
When I reach de golden shore,
Yo'll rock me on yo' bress, An' dar I'll happy rest,
An' bech yo' lubbicks fer ebbor more.

Office and Show Room
115 LIBERTY STREET, N. Y. CITY
TEL. 545 CENTRAL

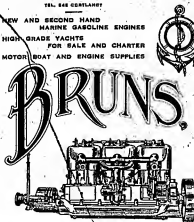
NEW AND SECOND HAND
MARINE GASOLINE ENGINES
HIGH GRADE YACHTS
FOR SALE AND CHARTER
MOTOR BOAT AND ENGINE SUPPLIES

ROCK AND DEMONSTRATION BUILDING
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MARINE RAILWAY AND BOAT YARD
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PHILADELPHIA, PAUN.

CABLE ADDRESS
"BRUNSKIM," N. Y.
WESTERN UNION CODE



BRUNS, KIMBALL & CO.
Incorporated.
GENERAL MARINE AGENTS
YACHT BROKERS

WILLIAM BRUNS, PRESIDENT AND RECY
M. C. KIMBALL, VICE-PRES. AND TREAS.

Mr. Thomas A. Edison
Orange, N. J.

Dear Sir:-

New York Nov. 12, 1914
Day some of the records do
have, but some of the blanks are
due to the reproducer + many to
the amplifier

Your favor of the 10th inst. and the I am truly grateful that you should give this small matter your personal attention, and feel honored in being the recipient of a letter from you. Having had a somewhat extensive shop experience, I can to some extent realize the difficulties which you must experience in bringing out a new machine and in building up and maintaining a record library for same. It is such a splendid musical instrument however, that I think your patrons can be patient in waiting for records. I am very glad, however, to be able to get my much desired selections; and have ordered from my dealer today, showing him your letter. I am also much pleased to note that other new records which I have long desired are coming through.

In writing, I would take the liberty to make two suggestions concerning the machine. It is so much better than I had ever supposed a phonograph could be made, that I now would like to see it perfect. The automatic stop on the \$130.00 machine works splendidly and is a great convenience, but in order to play through my longer records I have to put up with a very unpleasant scratching before it stops the machine on the shorter records. If there was some simple adjustment, right near the hand lever, that could be set before starting the machine, it would be more enjoyable for "concert" work. Another thing, some of my records sort of "blare" or "blat." Probably due to the singer or instrument being too near the mechanism when producing the record; but it has occurred to me that if the horn (if that is the proper term for the metal horn shaped piece under the revolving table) was made of wood or fibre that possibly there would be less tendency for such "blare" and that unpleasant metallic vibrations might also be eliminated. I presume you have already tried this all out, but I will make the suggestion any way.

Again thanking you, and assuring you of the real pleasure which my entire family, as well as myself, secure from this instrument, I am,
Yours very truly,
Edmund W. Carr

QUOTATIONS ON OUR REMITTAL NOTES ARE SUBJECT TO PRIOR SALE. WE THEREFORE REQUEST THAT YOU WRITE US AT OUR OFFICE TO MAKE FOR THE MOTOR WHICH YOU SELECT, FOLLOWING WITH DEPOSIT BY FIRST MAIL.

We had so much trouble with one
singer we had to stop making
her records, one of her notes
blasted on every record, always
the same note for a long
time we thought it was
the phonograph - As to the stop

Unfortunately when we
started making records we
had no stop. When we got a
stop these records troubled
us but later ones will be
ok.

Yes

74

BOARETTO & REMONDINI

*Mr Edison
Mr Tosi says these
people have no share
& are nothing more
than salesmen*

No ans

MILANO 12th November 1914.
VIA SOCCACCO, 22

Walter Miller

*Ask Tosi if he
knows these people*

the Messrs. Thomas Edison.
Orange.
New York.

Dear Sirs,

We have had occasion to see here in Milan one of your Apparatus & to hear some of the discs of the Italian Repertoire, and we have been surprised with the perfection of this apparatus and still more with the discs in a way that we are writing you this letter.

We have a perfect knowledge of this article & its commerce in Italy & Colonies, having been in the business for some many years & also knowing the importance of our market, we are making this formal demand to know if your esteemed House would be disposed to give us the Exclusive Agency for Italy & its colonies for your Phonographical Products.

If you think it possible to enter into negotiations we beg you to communicate with us as to the conditions which you would concede this to us, allowing us to mention that all goods will be bought by cash in way which you best desire, & we should be glad to forward you our business references and guarantee.

Our firm intention would be to open a big Showroom of the importance of our city and in the best position and to have with this a deposit to enable to supply our clients in all Italy.

Thomas Edison.

2.

12/11/4

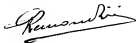
We are certain that you will favour us in this propitious moment which offers special occasions for American industries, and we can assure you that from now that we will do all that is possible to obtain the absolute supremacy to your articles and guaranteeing a big turnover.

At the same time we would esteem it a favour if you would kindly forward us your general catalogues.

Awaiting your esteemed reply,

We beg to remain,

Yours faithfully:

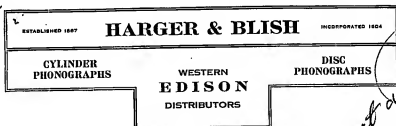


R. M. HARGER
PRESIDENT

G. C. SILER
VICE-PRESIDENT

H. H. BLISH
SECRETARY AND TREASURER

H. H. BLISH, JR.
ASST. SECRETARY



DES MOINES
SIOUX CITY

Walter F. Miller,
79-83 5th Ave.
T. A. E. Recording Dept.
New York City, N. Y.

Dear Mr. Miller:-

We noted with considerable interest
the last paragraph of your letter of Nov. 11th.

You know, we fellows out here on the
Firing Line, sometimes hate to put ourselves on record
for fear that we be misunderstood. What might be en-
thusiasm at one end might be construed as complaint and
criticism at the other.

We are glad to see that you properly
understand our correspondence and assure you that any-
thing that we address you at any time, is inspired only
by enthusiasm and a desire for the good of the business.

Along the lines of your suggestion,
we would say, that the Trade have been hammering us
on the back for the longest time for something in the
way of speciality's. Mr. Blish, partly took it up with
you in his letter of the 30th, but the writer wishes to
dwell on the subject of some Records that we know have
been through the Recording Department for a long time.
For instance, I heard some Piano Records, and some
Harp Records, when I was at Orange, in July. Mr. Blish,
hear the same identical Records last February. We
have had promises from time to time that these would be
issued, but they don't come through.

I know that if we could get those
Piano Records that I heard and those Harp Records,
just one double combination of each, that we would be
justified in sending in three times the order for a
fire shipment of any quantity that we usually order.

*Mr. Edison
How about putting out
a hard record
W.F.M.*

*Why not select a
best for one
week right away
Nov. 20, 1911
of 50 samples
Make it up &
discuss it*

#2 W.F. M.

The Trade are just crazy for something of a Special Nature, as a Piano Record or a Harp Record would be, that will bring out the beauty of the Edison in a way that would be apparent to any person, no matter how sadly lacking they might be as Musical Critics.

Yours very truly,

HARGRE & BLISH.

GCS.ES.



Per Vice Pres.

11/15/14 Bass Song
Sung by Miss Fatz 3330
9/15/14 Passed
Daw & Horn

Hayes ✓ let me hear music
that I passed -

"When the Ebb tide flows"
I can't believe I passed it -
Want you to sing it
if you did originally

file

also get 3330 A + disc
2510 A Miller claim
sung both at same
time & same
singers



VANITY

MANUFACTURING COMPANY

BUFFALO, N. Y. Nov. 17-14.



F27
Mr. Thomas A. Edison.

Thomas A. Edison, Inc.

Orange, N.J.

Halpin
Try this see if any good

Dear Sir; I am the happy owner of an Edison Phonograph and would not part with it for any amount of money if I could not get another one.

In-close find wood partition taken out of my cabinet on it I have attached an index which I think would be quiet an improvement for finds the right record one would like, the index could be made of colloid or paper and tacks could be used in place of paper fastners which I have used.

Kindly let me know if you think the index is practicable and if you could consider the use of them on your machine.

Thanking you for a reply I beg to remain.

Yours Very Truly.

Geo. B. Reed

*Returned
sample by mail
11/26/14 Wm*

709
Nov. 17, 1914

Mr. Nicolai:

Copies to Messrs. Hird, Moore, Hoffman, Baldwin:

We have received several complaints recently from our trade that Disc records are arriving at destination covered with dust which the trade believes gets into our shipping cases in transit.

Investigation of this condition points to the trouble being caused by the dust from Mr. Hoffman's grinding operation drifting through the door into the Disc Record Stockroom and settling on the records while in stock. Subsequently these records when shipped chafe in their envelopes and undoubtedly many of the reports we receive of scratched records are attributable to this dust getting on them.

I want you to immediately arrange to have the door between Mr. Hoffman's department and the Disc Record Stockroom kept closed and all Disc records coming from the Manufacturing Dept. should not go through Mr. Hoffman's department, but should be taken down through the Blue Amberol Stockroom and up to the Disc Record Stockroom direct, making it unnecessary to open the door between Mr. Hoffman's and Mr. Baldwin's departments, except on very rare occasions. The door should not be locked on account of the fire laws but notices should be put on each side of the door that anybody wishing to go into the next department should do so by way of the basement.

It might also be advisable for you to arrange for an air tube at the table in the Disc Record Stockroom where orders are made up so that as the numbers of the records are checked in making up an order the rubber tube can be directed at the record and blow off any dust that has settled on it. Ascertain whether this is practical and if so put it into effect.

H.L.BB

H. T. Leeming

Copy to Mr. Edison ✓

The Savolainen Company
MEADOW CROFT JEWELERS
MEADOW CROFT
MEADOW CROFT

Virginia, Minnesota

Thursday

Day at present time we cannot
get proper singers for foreign languages
on account of the war

Thomas A. Edison, Inc.,

Phonograph Dept.,

Orange, N. J.

Dear Sirs:

*we are so pressed in the large
cities for Danish music - just
as fast as we can we will
get a host of foreign etc.*
The sale of your Diamond Disc. machines is entirely block-
ed to our foreign population, we say blocked advisedly, for without
a variation the prospective purchaser want to hear how it reproduces
his mother tongue, were he even as fluent with the language he has
learned by his own efforts.

Why not get out some foreign records, we certainly as
dealers, need them and know there is a market for them.

If you were in a position to get out some Finnish records
we know it could help materially our machine sales.

Very truly yours

The Savolainen Company

per *Alex Savolainen*

524

114
Nov. 19, 1914

Messrs. Hird, Baldwin:

The Disc records that become defective on account of cracked varnish are mostly traceable to blanks that have been repaired by dipping or brushing.

Mr. Edison would like to have the records that are made from repaired blanks kept in stock for about one month and then given an eye inspection before being shipped, but as it would be very difficult to maintain the identity of these records, Mr. Hird will start immediately to use repaired blanks only on selections being printed from the current list and not on supplement numbers. This expedient will permit a great many of these records to remain in stock for a considerable period and give us a much better chance to discard those that show up on eye inspection when being taken out for shipping.

Mr. Baldwin should make it a point to see that every record taken out for shipping order is removed from its envelope and given an eye inspection before it is shipped.

At the same time the eye inspection is given the dust could be removed from the record by the air current which Mr. Nicolai is arranging to provide.

HNL:BB

H. T. Looming

Copies to Messrs. Edison, Wilson, Moore, Nicolai

A. J. Greene, Attorney-at-Law

Gallipolis, Ohio, Nov. 19th 1914

I 24
Mrs. Edison
Ask what kind of a
phone she has, say that we
are experimenting to get rid of
that whining noise
Dear Mr. Edison:

We have one of your Phonographs, and while playing our favorite records last evening, there suddenly came to me an idea, and I said to my hubby, What do you think? I've got an improvement on EDISON'S Phonograph. His reply was a laugh, and You write him if you have. I explained my idea to him, and he thought it good, so that is why I have made bold to write you.

I have always noticed, and heard many persons complain of that disagreeable whirring, grating noise BEFORE the needle strikes the music. Now my idea is to overcome this, and it seems to me that it can be done.

Here is my idea: When the arm that holds the needle, is pushed over to the left as far as it will go, the record slipped on, and the machine started, it should immediately without more than one revolution, commence playing the music. To accomplish this, all records should be of the same diameter INSIDE, which would hold good of the cylinders as well. Machines already out, could be equipped with a set screw stop attachment. I hope to hear from you.

Very truly,

Mrs. A. J. Greene
See attached letters
Mrs. Edison

Send Morgan our
reg. recital card
if you like it as winter

MS. - W. M. DRAFT

Write Morgan he caters
to churches too much to
want recitals given to
fraternities, clubs,
associations as well

2

The Reg. number
of the Reg. number
number combination
is good, because
it caters to
everybody who
owns a motor car

one is not better
it does if no
sufficient numbers
with our list

Recital,
Reformed Y.P.S.C.E.
Walkill, N.Y.
November 20th, 1914.

Here is another place where the church is seldom
opened to outside entertainers, unless they be of approv-
ed quality. Our concert came under their regular concert
course, and the instrument's position upon this course in-
volves an unusually high compliment to it. The town is
noted for its musical ability. There are a number of per-
formers, instrumentally and vocally; a large number of study-
ing music; many teachers; and a number of opera subscrib-
ers. Nearly all were present, and our concert almost com-
pletely depopulated the motion picture theater. There
were many people from the Halliday (Gail Borden) estate,
and the audience all through was a "top-notch" assemblage.
Each selection had to go on its merits, and it went, to
the great delight of a packed church. It was a gratifi-
cation to present our quality before such a musically dis-
criminating audience. From a comparison of phonographs,
as voiced by the people, we won hands down. We were
judged and approved from a strict musical standpoint, and
the message sent to Mr. Edison by these people was:-
"Tell him tonight we have heard real music".
Everybody was greatly pleased.

Perry S. Morgan

E27

REPAIR WATCH REPAIRERS

MANUFACTURING JEWELERS

MEAD
SANTA FE WATCH COMPANY
JEWELLERS AND OPTOMETRISTS
DIAMOND IMPORTERS
821 KANSAS AVENUE

WESTERN DISTRIBUTING AGENCY FOR TANGOS AND COON SONGS
TAMARCO, MEXICO
TELEPHONE 100

WATCHES, GEM, SILVERWARE, JEWELRY
COP. GLASS, IRON, TANTALUM, COIN, ENG. TOOL
HULL, COIN, IRON, TANTALUM, COIN, ENG. TOOL
TELEPHONE 100

Day
TOPEKA, KANSAS, November 21st,
1914

Mr. Edison
Thos. A. Edison, Inc. *Hours of the 21st sec*
Orange, N. J. *Has it ever occurred to you that*
Gentlemen:-- *records saleable in one part of the*
country are unsaleable in

another. WE get these requests
We are just in receipt of the Sixteenth list and we
would like to file a good strong protest against this kind of
records.

JOHN
If your catalog consisted of two thousand selections,
the proportion of Tangos you have already given us would be a
fair proportion for this large a catalog. What we want and
what we have got to have if we are going to satisfy our customers' demand is more ragtime coon songs and popular songs.

Everyone who buys an Edison machine don't want Tangos
and nothing else. We have sold since the Edison machine came out
over two hundred machines and there is not one of these customers
but what are complaining and demanding more ragtime coon songs.
I don't believe there are twelve good coon songs in the entire
catalog. That is to say, late popular ragtime coon songs and this
is what we want. We hope we have seen the last Tango record and
this last Band record we will have for at least a few months.

Give us Coon songs in Ragtime and don't sing them in
solos but give them to us in either duets or chorus. We hope to
hear from you in regard to this subject.

With kind regards, we are

Sincerely yours,
SANTA FE WATCH COMPANY

John
Mgr.

AST-MM

from all over the Country - from
New England we get violent protests
against putting on Rag & Coon
songs. They want Opera, orchestra
and dance records ^{for the factory people} The Broadway
hits don't sell. In Dakota they
want Bands, this is true of
Southern Ohio. Key &
Tenn. ~~we~~ all these demands
are backed up by parastic
letters, all of which are very
discouraging. So much so that
if I had known that there were
such a wide difference in opinion
about music I never would
have had anything to do with
it. I wish I were out of it altogether.
all we can say is that we will do
all we can to

These conflicts
require

GEORGE H. FOLLOWS, M. E.
CONSULTING PRODUCTION ENGINEER
PROFESSOR OF MACHINE DESIGN
CAMPBELL INSTITUTE OF TECHNOLOGY

6425 DARLINGTON ROAD
PITTSBURGH, PA. NOV. 21. 1914

IN YOUR REPLY REFER TO NO.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:-

I was favored with a letter from you dated July 22nd.
having particular reference to Edison Disc records being
occasionally "out of true". Thank you very much for the letter.

Now let me tell you what immense pleasure we get out of
such wonderful records as #82033, Ave Maria, Violin solo by
Carl Flesch.

I had a long chat the other day with Mr. Hamilton, of The
S. Hamilton Co., your agents here. I said that it was in my
mind to write and tell you what sort of records some of us
"musical cranks" like to get. And he said "You do that!"

I gave a little concert the other evening to some friends.
Here is the programme:

80135: Hungarian Rhapsody #2: Parts 1 and 2..... Band.

82030: Toreador Song - Carmen, Baritone, Thomas Chalmers.

80153: Pure as Snow, Instrumental Quartet.

80134: When The Roses Bloom - Duet., Elizabeth Spencer and
Emory B. Randolph.

82033: Ave Maria, Violin with piano accompaniment, Carl Flesch.

82510: O That We Two Were Maying, Duet, Spencer and Chalmers.

82030: Even Bravest Heart - Faust, Thomas Chalmers.

Those are very satisfactory records. I think you make too
few records of what I will call the "musical gems", sung by
real artists, or played by real artists. Records, to be perman-
ently satisfying, when they are so perfectly reproduced as to
be practically the "original performance", have to be splendidly
performed in the first place.

Lastly, I take exception to your calling the Edison disc
machine a "new musical instrument": it is far more than that: it
is an almost perfect reproducer of every form of true music.

The Victrola (I have one but never play it, because it is
not worth while with an Edison in the house) is a peculiar
form of musical instrument: it makes sweet sounds, and gives us
a sort of echo of the real thing, the "top" of it as it were,
without either volume, depth, true tone, or overtone.

We pray, as it were, for more musical gems by real artists!

Yours very truly

George H. Follows

924


Thank him & say we are
going to get some very much better
music as soon as our special

music room is finished, say
that we are open to suggestions

regarding new tunes. We are very
much handicapped for good ones

603

Voices that sound Ok on the stage
when there are large Orchestras
& the hum of the audience &
the Dramatic movement
show up glaring defects in voice
when put on phone, many singers
break on some notes & give a
blurring Chattering sound &
if the singer is celebrated the
phone gets the blame -



D. H. HARGER, PRES.
 W. G. SILVER, V. PRES.
 H. H. BLISH, GEN. MGR.
 H. H. BLISH, JR., ASST. SEC.

THE GROWING ACHIEVEMENT OF HIS LIFE



HARGER & BLISH

ESTABLISHED 1887
 INCORPORATED 1904
 TWENTY-THIRD

EDISON Distributors
 DES MOINES AND SIOUX CITY

DIAMOND DISC PHONOGRAPHS

CYLINDER PHONOGRAPHS

Victor N. Edison
 THE INVENTOR

H&B Keep pushing Cylinder records until I get things and change note later records how probably is getting better, Mary
 Dear Mr. Edison;— You know, If you keep hammering a nut long enough and hard enough, you're bound to crack it, in time.

For months we've been diemayed at the falling off in sales of the Cylinder line--in spite of the splendid product we now have. A product that stands head and shoulders ahead of the Victor.

We've lain awake nights trying to find the needful stimulant-- or hypodermic to inject-- hopeless!

This summer, on my trip east, I visited Detroit--Cleveland-- Boston Jobbers to discuss the Cylinder question. They told me it would be "love's labor lost" to try to revive it.

Even at the factory they smiled a sad sort of smile as tho' they pitied my mis-applied enthusiasm. The only fellow who warmed up at all and seemed to believe I knew what I was talking about was your son Charles.

We've done well with the Disc I know-- but the Cylinder should continue to be our "Bread and butter" line as 95 % of our Iowa towns have less than 500 population-- Splendid for the Cylinder line--too small to warrant a Disc investment.

Well--I think I've worked out a plan that will win--shall commence at once and wage the most relentless campaign I ever undertook-- until March 15th. Will you just quietly watch our Cylinder purchases--to see if we make good.

Ordinarily it would be policy to go ahead and tell you about it afterwards, if I made good. That's just why I'm doing the reverse-- you know that a fellow just hates awfully to "eat crow"--well, now that I've committed myself, I've simply GOT to make good--see!

D4

over

are going to be improved - & the
Machines also - several selling plans
are being tried out, in spots some
dealers are doing a fine business &
have been doing so right along
but they have different plans
which we are investigating
~~the~~ I am sure that with greatly
improved records & machines
30 to 60 dollars - 4 Million Disc
80 100 150 200 250 etc ~~etc~~
~~right to~~ & good Cabinets &
a little prosperity for the
workman which we never had
since 1907 & an Exchange system
for old type we shall get the 6.12
back to a great extent

41
get things right

50 keep it

#2 T.A.E Personal.

The scheme involves unremitting toil and effort- but I know it will pay.

Will you extend me your confidence by personally wishing me success? If we make it winn in Iowa-- then it will be up to the other 47 States to do likewise-

Wers it not fotr the fact that such a request would obligate me to tell all about it, I'd almost be tempted to ask you to instruct Mo Chesney to allow us a thousand dollar appropriation- to be charged to the sales promotion account.

Very truly yours,

Harger & Blish



per
Vice President.

Mr. Edison

Return say this is
report of the works

Mr. Edison:

Engineer -

try again -

In connection with this
record index I find that this style of
wooden separator in disc cabinet drawers
is no longer used.

They have been discontinued because -

1. Scratched records.
2. Occupy too much space.
3. Wood warps making records fit tight.
4. Expense.
5. Stain comes off on records and
people's fingers.

There has been substituted a
system of card separators with index
numbers ^{on each separator} and a filing card.

The drawers are now divided into ten parts by means of wood separators.

Each part holds ten records with 10 indexed separators.

The new system shows the following advantages.

1. Each separator has an index number which is not liable to break off.
2. The drawers hold 15 more records.
3. It is cheaper.
4. No trouble from scratching or warping.
5. No tight fits.
6. Large filing card - removable for changing and passing around if desired.
7. Has been found very satisfactory.

J. P. Halpin
11-23-14.

C To F. R. Johnson

[November 24, 1911]

Yours of the — at hand —

We welcome criticism, ^POpinions
about Music vary in an extraordinary
manner. Records saleable in New York
are unsaleable in Iowa,

~~Let me~~ Let me call your attention
to the fact that 4 violins played in
exact time give the effect of one
violin of larger tone. When the
players cannot play in exact
step, you can then tell there are
4 violins. We have 24 men in
our band ~~who~~ nearly
every one from the Philharmonic.
The Symphony & Met of Hovee
Orchestra — the closer they play

the fewer there appear ^{to be} from
a musician point of view is
correct but commercially
is probably a mistake,

The Victor type of orchestra might please you better
the orchestra section all combined with which you can
We shall improve as time
goes on,

Very truly,
Records on your Machine -



New York City
November 25, 1914.

Mr. John B. Riley,
General Manager of Demonstrators,
The Edison Laboratories
West Orange, N. J.

Dear Sir:-

A matter has been brought to my attention that I
would like to ask you advise upon.

For the past three or four weeks I have been receiving
complaints not only from all of the demonstrators but from the
dealers from whom we borrow machines as well, regarding the
conditions of these machines after they have been handled a couple
of times by the cartmen doing our hauling.

The writer has investigated these complaints in person
and has found that in many cases the legs are broken or split,
split and the case so badly mutilated that it renders it unsalable
and this of course means that we have to fix them up again
and in many cases this means that the instruments have to be
brought in here and Mr. Keley spend as much as a half a day going
over them and putting them in shape again. The most prevalent
source of trouble and complaint is not so much in the case as
it is to the motor and horn. In many cases these motors have
been so badly damaged that it has taken the demonstrator as much
as two hours to put the motor back in shape for the recital and
the horn in a couple of cases was so badly bent that it was neces-
sary to put a block of wood under it and bend it in place.
The writer has watched the present cartmen load and unload these
instruments and in his opinion they are about as careful as any
cartman would be, he has of course spoken to them several times
and they have promised to do better but the complaints still
come in and the machines are getting worse every day, all the
cartmen use a heavy pad on the bottom of the wagons but it must
be due to the way that they are taken in the halls that damages
them.

It has occurred to the writer that if we could get a
few more carts we could do the delivering ourselves in
both New York and Brooklyn at a much reduced rate and with a
good deal more satisfaction to all parties concerned and far
less damaged to the instruments. That of course would mean
far more efficiency on part of the demonstrators as well as
better pleased dealers and a considerably smaller cartage bill.
The writer has taken it upon himself to investigate this matter
and has found that our weekly cartage bill averages about Nine-
ty Dollars a week in addition to the time that the men spend
in getting the machines in shape after they have been banged up.

Wilson
*Better fix this up with
Leeming & buy a Ford
delivery & let us do our
own hauling & use
our own machines for
these recitals &*

answer if you can do it

He also found that a small light car say a Ford could be stored for about \$25.00 a month including all necessary attention and he imagines that we could secure a driver and a helper for about twenty five dollars a week for the two. Making a total monthly expense of about One Hundred and Twenty Five Dollars against the present Three Hundred and Sixty Dollars that we are now spending. Then again the cars would be much easier riding and the men being under our jurisdiction we would be able to see that the machines were properly handled.

Then again there have been several cases lately in which the cartmen handling our trucking have not gotten the instruments to the places on time regardless of the fact that these orders are given to them early in the morning and they always say that they will be there in time. In two cases these machines were not delivered until late that night when the recital was in the afternoon and this necessitated the getting of another machine from the nearest dealer and rushing it over there special.

The writer trusts that he has done nothing contrary to your wishes in this matter in investigating this matter but this service has been so poor that this other occurred to him and he thought he would take the matter up with you as our own delivery service would make things easier and cheaper all around as well as working towards greater efficiency. Awaiting your advice in this matter, I am,

Very truly yours,

Wm. H. Payson

12/1/44

Mr. Meadoncroft,
His report is
a trouble that occurs daily--
Attached is carting bill for week
Nov 25-1944 without four dealers bills
not yet received - Rec our own
machine - *reley*

B. H. HARGER, PRESIDENT
 H. H. BILSH, V. PRES.
 H. H. BILSH, SECRETARY & TREAS.
 H. H. BILSH, JR., ASST. SECY.

THE CROWNING ACHIEVEMENT OF HIS LIFE



HARGER & BILSH

ESTABLISHED 1887
 INCORPORATED 1904

WESTERN
EDISON Distributors
 DES MOINES ~ SIOUX CITY

DIAMOND DISC PHOTOGRAPHS

CYLINDER PHOTOGRAPHS

Thomas A. Edison
 THE INVENTOR

DES MOINES, Nov. 28, 1914.

Walter F. Miller, Manager,
 Recording Department,
 Thos. A. Edison, Inc.
 75-85 6th Avenue,
 New York City, N. Y.
 Dear Sir:-

You cannot imagine the delight and pleasure that we experienced, from reading your letter of November 18th. telling us, that you actually had ready for us, those "Masonic" Records.

We have been pushing this "Masonic" game pretty hard, as you will note, from the enclosed circular letter, that we have distributed, not only to every dealer of ours, but also to the Master of every "Masonic" Lodge in Iowa, of which there are 611. We have twice communicated with the Masters of these Lodges, and shall again keep in touch until we stimulate a desire for the possession of one of these in the lodge of almost every town and hamlet in Iowa.

We are interested indeed, in knowing, that evidently it is your purpose to have a "Masonic" Ode on one side of a record and a Monitorial Lecture on the other. This cannot help, but make a big "Hit", with the fraternity.

Now, the last part of your letter is not quite clear, in which you say, that if we do not wish to wait for this last number, that you think we could be accommodated by the factory, in a week or 10 days. We would not want to interfere of course, Mr. Miller, with the issue by you, of the full complete set of "Masonic" Records, but if we could get those that are available, now, it would be very agreeable to us to be able to receive, in a week or 10 days at least a few sample sets, if nothing more was possible, in order that we might use them ourselves and loan them to such dealers as have deals hanging fire.

Hayden
Have sent it
These could
get out in a
special
See me
Edison

file
Can we arrange to send them some
samples of these records in advance?
W. F. Miller
Mr. Edison:

Walter F. Miller, N.Y.

For instance, right here in the city of Des Moines, we have a deal pending, that will mean the sale of at least four \$250.00 Disc Phonographs.. There are six "Masonic" bodies meeting in our Temple; that is, — the Commandry, the Council, the Chapter, the Eastern Star and two Blue Lodges, and it is the purpose of the different bodies to have an individual 250 Disc Phonograph owned, by each of the Blue Lodges, Chapter and Commandry.

You can see, that we've been "On The Job" and have been working hard. If you can, send us at least one set of what you have ready. We certainly will appreciate it, and it will make it possible for us to close the deal we now have on, for these four.

Very truly yours.
HARGER & ELISH.

Per 

Vice Pres.

GCS/MEE

Day we hope to be able to
get Oakland in mixed voices again
Σ

Plymouth, Wash. November 30 1914.

Thomas A. Edison,
Orange, New Jersey.

MEADOWCROFT.

Dear Sir:

Why do you not issue a few records
for your disc phonograph, sung by Will Oakland? For instance;
When You and I Were Young Maggie, I Will Remember You Love
in My Prayer, etc. As long as I do not have a few
selections by him, I feel that my collection of
records is far from complete. It seems as though an old
friend is missing. I know I am putting myself in the "crank"
class when I write this; but I've waited and waited hoping
you would issue some records sung by him. Every supplement
you have issued, the first thing I looked for was to see
if there was any record sung by him.

Yours truly,

P. H. Buck

470

§§§

title Am. Nov 30. 74

Thomas J.

T\$

Day we have many
devices for adjusting the
Edison
stop but the public don't
seem to take to them all now
Dear Mr. Rogers go beyond

Dear Mr. Underhill
I am certain that

E. diron in the past I am interested in any
 improvement that may be made in the cap
 used to me that there is a chance of improvement
 in the automatic stop used on the Disk ma-
 chines. The post could be left round where
 the stop is attached: and a screw attached
 to the stop, a groove being cut in the post to
 receive the point of the screw, enabling one to
 easily and quickly to adjust the stop to records
 of varying lengths or swing out of the way
 when removing the motor without lifting the
 post. I also think it would be better if that
 portion of the horn within the machine could
 be made stationary, the tone arm being con-
 nected to the horn by a joint similar to
 that used on cylinder machines. the tone arm
 and reproducer being raised and lowered by a lever
 at the rear. the start and stop levers

being left in the same position as at present: or
a slide could be arranged ~~passing~~ immediately
in front of the tone arm.. To which an automatic
stop is attached similar to that used on cylinder
machines. The latter would leave an unobstructed
passage through the tone arm. Eliminating
the rod through the center which would be necessary
in the former. I too think you are using too
much material in your records, I believe the same
material now used to make three records would
make at least five and still leave them strong
enough to stand any shock they are likely to
receive. I am only an ordinary laborer and my
ideas may be of no value. Nevertheless I felt
as though I should make them known to you.

Yours Truly

Ernest Rissdell

520 N. 7th St.

Seattle

Washington

[November 30, 1914]

Sir:-

MEADOW CROFT

That boy of mine in his
Edison shop in Orange sold
8 phonographs last week
2 ~~of~~ of which were cylinders
Outside + store recitals did the biz

They have given as high as 3
~~outside recitals~~ outside & 1
store recital in one day
Do no advertising -

I have 16 recital men in
New York City average attendance
132 per recital 2112 people

dealers are full of prospects
& sales are swelling.

Σ

Mr. Edison

*Copy of a letter
from one of your
biggest dealers*

H-3

December 1st.

1 9 1 4

709

Harger & Blish,
Des Moines, Ia.

Attention of Mr. Blish,

Dear Mr. Blish:--

We have received the new Disc and Cylinder record catalogs. It makes me so mad, Mr. Blish, to look at these catalogs that I am afraid to trust myself to write the Edison Company direct for I would be afraid they would have me arrested or cut me off the dealers' list, so to relieve myself I am writing you.

Have you noticed these catalogs? Have you tried to wait on a retail record customer and tried to find a record in this book? If you have, you will agree with me, that if this catalog was gotten up with the direct purpose in view of handicapping us as much as possible in selling records they couldn't have done a better job and if they have gotten it up to sell records by they couldn't do a worse job.

For instance, today a customer came in for cylinder records by Christine Miller. She wanted to buy all or several at least of this artist's records. Could I or anyone in this house wait on her? Not in a thousand years from the catalog, but as all of our records are labelled on the outside of the box we could commence at the first shelf and run through the thousand or more records we have in stock and in this way finally wait on our customer in a way. Another customer wanted some comic talks. For the love of God how would you expect us to find ~~XXX~~ them?

Every catalog we have might just as well go in the waste basket for all the good they are in selling records. No one can sell Edison records, either Disc or Cylinder, without first learning by memory the title of every record they make.

It is beyond my understanding to figure out how a factory as big as the Edison and with men at the head of it that ought to know their business could get out a catalog without any classification at all. If they have no original ideas, why in Heaven's name don't they copy the Victor or Columbia? We simply can't sell records from this book and they are certainly losing record business every day, and will just as long as the dealers have to use a book of this kind.

One ~~XXX~~ other thing: I hope the man that is responsible for the black unreadable labels on the disc records has to some day wait in trade in the ordinary record booth. They would then know mighty quick what an inconvenience this present method of labelling and numbering is. It seems to me like the Edison Company instead of helping us to sell their product easily and quickly, do everything in their power to make it as hard as possible.

Knowing that you are identified prominently with the
Jobber's association, I thought it might do some good to call
your attention to these matters.

With kind regards, I am

Yours respectfully,

*name of our
best dealer*

Keller's Theatre

WM. KELLER, MANAGER AND OWNER

High Class Life Motion Pictures, Clean Vaudeville

Opera and Dramatic Attractions Booked

BRIDGEVILLE, DEL.

Dec. 1st / 14.

Mr Thomas A. Edison;

Dear Sir;

I am using your Triumph
Phonograph playing your
Edison Amberal 4 minute
records in my Theatre; it is
a large Theatre and when
filled with people the music
is not loud enough; now
I want you to make a
large reproduction or sound
box; as large as the
Columbia Grafonola sound
box; 4 or 5 times as large
as the reproducer on my
edison Triumph and make it

So I can use it on my
Edison Triumph machine
to play the 4 minute records.
Let me know what it will
cost me, and how soon
I can get it. You can
surely make a larger
reproducer for the Triumph.
The throat of the reproducer
will have to be larger
of course; but I can
cut a short piece off the
small end of my horn
so as to make it fit the
larger throat of the
enlarged reproducer.

Yours Very Truly
Wm Keller

[ATTACHMENT/ENCLOSURE]

MR. BROWN CROFT.
MEADOW CROFT.

I
Increasing the size of
the duplex doesn't
increase the loudness

Very Strange to say

You will find that
the last months records
& those to come will
be louder — you
should get a larger &
longer horn = Have you
seen the new Edison
Diamond Disc it is louder
& very fine, Can hear it in days
Hall — 2

Organized 1882 Incorporated under the Laws of Massachusetts 1884

RICE & LOCKWOOD LUMBER COMPANY,

Wholesale Lumber,

Home Office 2730 Phoenix Building
Springfield, Mass.

FRANK C. RICE, Pres.
JAMES W. HUBBARD, Vice Pres.
WALTER F. RICE, Treas.
ROBERT C. PEPPER, Secy.

NEW YORK OFFICE,
Grand Central Terminal
JULIAN A. RICE, Mgr.

Springfield, Mass.

December 2, 1914.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:-

I wish to take this opportunity to congratulate you on the increased activity of your Edison Disc Record department as I notice you have been lately getting out several very fine records after a delay which has been very disappointing to owners of your splendid machine.

What I want to call your attention to especially at this time is the deplorable lack of records which you have in one of the most interesting branches of music, viz, STRING QUARTETS. Your violin solo numbers I consider among your very best, and your splendid instrument has succeeded in giving a fine rendition of the two brief String Quartets in your repertoire especially in the delightful record where the air is first given as played by the band and then given in the style of Haydn and then Beethoven. These last two movements were simply superb and several of my friends have remarked,

"Why don't they get out more of those beautiful String Quartets."

Now your records are long enough to reproduce a movement of most any of the quartets of Beethoven, Mozart or Haydn, perhaps with a slight cut, and I beg of you to get out one or two of these numbers which will show more than in any other way the superiority of the Edison over the others. If these prove too classical for the general public who demand more dance music we music-lovers will have to wait I suppose but please try and get out one or two of the most beautiful. For a suggestion the first movement of Beethoven's Opus 18 #4 is one of his best.

I could write at considerable length on this subject of Chamber Music which your machine is capable of bringing within reach of people who have never had the opportunity of enjoying, but I realize other branches have their enthusiasts, only I ask the favor of a few as a sort of "taste" feeling confident that the beauty of this class of music will speak for itself if you give it a chance.

Yours sincerely,

P. H. Patterson

Box 1631 Springfield, Mass.

All quotations for immediate acceptance and subject to price sale. All orders and contracts contingent upon strikes, accidents, delays of carriers, or other causes beyond our control. Terms 1 cash less 1% per cent. Discount after deducting freight upon arrival of car, or two months' date on acceptance when approved credit from date of invoice. Claims for shortage or allowance must be made within five days from arrival of car.

[ATTACHMENT/ENCLOSURE]

MEADOW CROFT.

Ray

Our records greatly depend upon the demands the dealers make upon us. These demands are very disappointing to me & shows pretty low taste on the part of the public. Only the Music lovers like Chamber music, and until more machines are sold the demand for it will not be great. However I am building a special recording building which is now $\frac{1}{2}$ finished & I shall record all the high grade music like Symphonies & Sonatas with strings & also large orchestras. Even if sales are few as I am very fond of them myself - It is very different however

~L~E

H.H. FISHER.

BREEDERS OF
HOLSTEIN FRIESIAN CATTLE
AND PERCHERON HORSES.

M. L. & H. H. FISHER.

FISHER & DOE, JEWELERS,
SPENCER, N. Y.
MANAGERS OF
SPENCER TELEPHONE CO.

OUR MOTTO
Everything
DRY GOODS,
JEWELRY, HARDWARE,
AND GROCERIES.
SPENCER, N. Y. Dec. 2, 1914.

Thomas A. Edison, Inc.,
Orange, N. J.

Gentlemen:

Kindly let us know if you think that Will
Oakland will soon sing on the Blue Amberol cylinder
the piece called "Take this letter to my mother, far
across the deep blue sea."

Very truly yours,

M. L. & H. H. Fisher.

TED

Sing the Belgian Refugee

Messrs. Edison, Meadowcroft and Riley

Referring to attached, it would be a violation of our dealers' agreement in several different ways to supply three machines in the manner indicated.

In the first place, our agreement prohibits jobbers from allowing discounts to anyone except a legitimate dealer, and dealers from allowing a discount under any conditions whatever.

In the second place, it also prohibits the disposing of our machines "as premiums or by lottery, raffle or any game of chance on in any other way whereby they would be acquired directly or indirectly for less than the full current list prices".

In the third place, it also states that dealers must not "give away or sell or offer for sale directly or indirectly by phone, graphs at less than current list prices nor allow any discounts or rebates whatever".

These three restrictions in our agreement make it impossible for us to permit a dealer or jobber to sell the three machines in question at dealer's price, and I certainly do not think we ought to do so direct, as it would sooner or later be found out by some dealer and then we would be in trouble for doing something ourselves that we would not permit our dealers to do.

We have numerous requests like this from different sources, all of which we have turned down absolutely; and I think we should adhere strictly to the letter of our agreement, which prohibits the allowing of a discount to anyone except a legitimate legalized dealer.

CHW/IWW

Eno-

C. H. W.

A3

State
United States Co.
617 Washington St.
Hoboken
N. J.

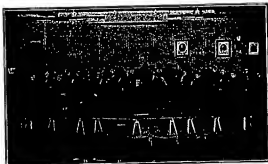
THE NEW YORK MUSIC LOVERS SOCIETY

CONSTITUENTS OF:
THE CLOAK MAKERS
SYMPHONY ORCHESTRA

THE WAGE-EARNERS
MANDOLIN ORCHESTRA

THE LADIES WAIST-
MAKERS CHOIR

THE GARMENT WORKERS
BRASS BAND



Cloak-Makers Symphony Orchestra

OFFICERS

HENRY LEFKOWITZ
MUSICAL DIRECTOR

MORRIS STOCKMAN
ASSISTANT DIRECTOR

NATHAN
H. ALTERMAN
MANAGING DIRECTOR

THIRTY-FIVE EAST SECOND STREET, NEW YORK CITY

New York, December 9, 1914.

MEADOW CROFT

Make an appointment

Mr. Thomas A. Edison, Esq.,
Orange, New Jersey.

Dear Sir:-

Yours of the 24th ult., to hand. I wish to thank you heartily for the kind interest which you take in the welfare of our Society.

We have in our midst many very talented musicians who can render the service which you need and who in turn are very much in need of all financial assistance possible.

Would it perhaps be possible for you to permit me an audience with you for some Saturday, when I could better acquaint you with the needs of this Organization? Saturday, is the only leisure day I have as the rest of the week I am occupied at the factory and I would therefore appreciate a short interview on that day.

Thanking you in advance, I am

Respectfully yours,

Nathan H. Alterman
Managing Director.

J. P. FORBES

FORBES BUILDING
CINCINNATI, OHIO

December 3rd, 1914

Thomas A. Edison, Esq;

Orange, N. J.

Dear Sir:- I have one of your best Phonographs and it is needless for me to tell you of the enjoyment my wife, my friends and myself find in it.

I am sixty years of age and a church member but not considered a very active one. I want to offer a suggestion. I wish you would arrange to get out a set of records to be known as "The Church Service" or by any other appropriate title. These to consist of two records. On one side of the first one to be a ringing Anthem and on the other side the Lords Prayer and the 23rd. Psalm. The second record to have on one side a religious discourse or sermonette in harmony with the selection mentioned. The other side to have a good hymn such as "Lead Kindly Light" and the Benediction.

Phonographic records as a rule are intended for the lighter side of life. Life is not all sunshine. These records would appeal to religious and semi-religious people and would be turned to by them when in trouble, discouraged, grief stricken and feeling the need of divine consolation and encouragement. They could also be used in those homes where they have private devotions.

Any minister I am sure would gladly do his part towards the production of these records. If I might be allowed to select one I would choose the Rev. Geo. W. Brewer, pastor of the Holland Memorial church, Broad Street, Philadelphia. His address is 2405 South 21st. Street. I would not insist on his selection. I would choose him because of all the ministers

say we will consider his suggestion, seems to be good

Call his attention to the records already talk records at least

that would tell them what they want

5

*Mr Hayes
What have we?
Wm. W. Wm. Wm. Wm. Wm.*

F7

J. P. FORBES

FORBES BUILDING
COSHOCKTON, OHIO

(2)

whom I know and have heard, he has the clearest, most pleasing voice, the most perfect enunciation and is an eloquent man.

I am not related to him and shall say nothing to him about this proposition. He was once the pastor of my church and also of a church in Columbus, Ohio.

If this suggestion pleases you and you decide to carry it out I think you will again have a large portion of humanity in your debt.

With kind regards, I am,

Very truly,

J.P. Forbes.

These records would prove very desirable in many instances in hospitals and sick rooms.

[ATTACHMENT/ENCLOSURE]

My Meradence
we will put out
now shortly a record that
is first of all the gentleman
wants

St Luke, 43: 38 - 38, and "Library".
Rev. Dr. Chapman & Miss Quastell-

St Mark, 4: 35 - 41, and "Peace to still".
Rev. Dr. Chapman & Miss Quastell

Hays

BLAKESLEE DRUG CO. INC.

DRUGS, WALL PAPER AND PAINTS
PAINTING AND TAPER HANGING

Thos. A. Edison Co.
Orange, N. J.

Dear Sirs:-

Enclosed you will find one of our advertisements cut from one of our local papers showing what we are doing for the Edison. We are running from four to five different ads a week, beside getting out letters, and doing personal work.

Last week we placed five machines, and we think they will all stay, as all the people have been interested enough to come and get certain records they have wanted to hear.

We took the book of instructions you sent out for salesman, and condensed the strongest points to a letter of two pages, and it has been the means of giving the people the most intelligent idea of what the Edison really is, of anything we have seen. If we find anyone interested in any certain point about the machine and think we have not had time enough to fully explain it, we at once write them a letter about it, and this also has brought good results.

We are now having a contest with the Victor people at our Country Club, the money from the different entertainments to go toward buying a machine.

We are enclosing a write-up of the Victor demonstration, and while we know we have the best machine, we will have to admit they have some beautiful records.

The Humoresque and Rigoletto numbers were fine, and we couldn't help but think how much finer they would be if we just had them. Albert Spauldings Humoresque is good, but Elman's is wonderful. We are not writing this in a spirit of criticism, for we certainly are Edison boosters, but we do believe in the old saying that you can get too much of a good thing, and we we think it would be a good thing to have some records by other singers than Miss Spencer

OSKALOOWA, IOWA.

December 3rd, 1914

*140830 (10/14/14)
Write used
he will find list of
near anyone he'll find
1 1/2 that's same 5
Rigoletto was fine
definitely
but will not pay
out till we get
proof of sale*

*Boyes
Edman
Humoresque
Victor records*

*Edison
Mr. Miller
Mr. Moore
Mr. G. W. F.*

file #2

BLAKESLEE DRUG CO., INC.
DRUGS, WALL PAPER AND PAINTS
PAINTING AND PAPER HANGING

OSKALOOSA, IOWA, _____ 1911

and Mr. Van Brunt. We thoroughly appreciate their voices and that they record well, but we would like to be able to say we also have records made by Evan Williams, McCormick, Gluck, Homer etc.

We have reordered the fourth time on the new dance records, and we feel sure we will sell the machine at the Country Club, as it is to be decided by vote.

We sold all the songs of the nation's the first day they came in, have ordered the Hawaiian record three times, which shows we think that people want more of a variety than we have been getting.

We realize we are only one out of thousands of dealers, but you will not know the different conditions unless your dealers tell you.

Very Truly,

Blakeslee Drug Co.

M. A. Blakeslee

Department of Public Health and Safety
Springfield, Illinois

Edgar L. Offlighter
Commissioner of
Health



Springfield, Illinois.
December Third,
Nineteen Fourteen.

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:-

Just about two years ago, I purchased one of your
Amberoid Cylinder Machines, paying two hundred dollars for
the same, at the time the dealer from whom I bought it assured
me that it would only be a question of a few months until I
could get music and songs from the best orchestras and singers
in the country, but up to the present time I have been un-
able to secure any of this class of music such as is sold
for the disc machine.

I have taken the matter up with the dealer (the Bernard
Music House) in regard to making a trade of some kind, taking
my cylinder machine in exchange for one of your latest im-
proved disc machines, and paying the difference in money, but
they flatly refuse to consider the matter at all, they say the
machine is no good and knock it in every way.

I am writing to you to inquire if there is any way
that I may get an exchange from you and what the cost would
be. Hoping to hear from you at an early date, I am

Yours respectfully,

Edgar L. Offlighter

*Say that if he will try
some of the latest
Cylinder records he will
find them good & hereafter*

*the records will be
just like the Discs
practically as well.
I get everything that is
put on Discs & was
just as well satisfied as if he had
the Disc*

ALL AGREEMENTS ARE CONTINGENT UPON STRIKES, ACCIDENTS AND OTHER DELAYS, UNAVOIDABLE OR BEYOND OUR CONTROL.
PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

ESTABLISHED 1844.

INCORPORATED 1883.



GEO. C. PAGE BOX CO.
WOODEN PACKING BOXES
 BOX SHOOKS, LOCKED CORNER BOXES
 BOTTLE BOXES AND RACKS
 KINDLING WOOD, SAWDUST, SHAVINGS
CORRUGATED PAPER BOXES
 CORRUGATED PAPER PACKING, PARTITIONS, WRAPPERS
 WESLEY LIME, (SHOOK MILL, BAR Mills, MAINE) CLARK & HUBBETT, THORNDIKE.

1013 HAMPSHIRE STREET

CAMBRIDGE, MASS.

ADDRESS ALL CORRESPONDENCE TO COMPANY AND NOT TO INDIVIDUALS.
 TELEPHONE 320 CAMBRIDGE.

EDISON PHONOGRAPH CO.,
 ORANGE, N. J.
 MR. DOLBEER.

DEAR SIR:-

I HAVE NOTICED YOU HAVE BEEN PUBLISHING, AND WHICH I HAVE GOT IN MY LIST OF RECORDS, SEVERAL OF THE WAR PIECES. THERE IS AN OLD SONG THAT WAS QUITE POPULAR IN THE 60'S CALLED "MOTHER KISSED ME IN MY DREAMS."

PART OF THE WORDS AS I REMEMBER WERE AS FOLLOWS:-

ROUND ME STOOD THE FORMS I LOVED,
 IN THE BRIGHT AND MELLOW OLEAM,
 SOOTHING ME UNTO MY REST
 MOTHER KISSED ME IN MY DREAMS.
 YES MOTHER, MOTHER KISSED ME IN MY DREAMS.

ALL THE WORDS I DO NOT REMEMBER BUT THIS WILL PROBABLY GIVE YOU ENOUGH TO FOLLOW THE MATTER UP. I WOULD BE VERY MUCH PLEASSED TO PURCHASE ONE OF THESE RECORDS IF YOU PUBLISH IT, AND I HOPE YOU WILL SEE IT IN YOUR WAY TO DO SO.

HOPING THAT I MAY SEE THE ABOVE IN YOUR LIST IN THE NEAR FUTURE, I REMAIN,

VERY TRULY YOURS,

Thelma Page
7 Front St.
Cambridge B.
Mass

D?

Mr. Edison
say we can find it
He says try it
get it

mm
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK
THE LIFE INSURANCE CO. OF NEW YORK

H. P. F. Hedger
H. P. F. HEDGER
REAL ESTATE, LOANS AND INSURANCE
NOTARY PUBLIC

WASECA, SASK. 5th. Dec. 1914. CANADA

Edison Phonograph Co.

Orange N.J.

413

Dear Sirs:-

I wrote you about a year ago try and get you to produce in records more of the comic opera selections. I see that occasionally one appears in your lists, and I have most of them myself and may say that my friends on hearing them always ask for a repetition. I really think that with your excellent Light Opera Company that you have that if you would only make it your practice to include say a couple of these records in your monthly production that you would find them very popular with the public as the operas are being revived all the time and draw as large crowds as ever. Take for example such of the comic operas as 'A Country Girl' San Toy 'The Geisha' Belle of New York' and then think what a record you would have if you would have Miss Elizabeth Spencer sing her part in that wonderful duet from Gilbert & Sullivan's 'Yeomen of the Guard' called the 'Merry man and his maid' which you used to make in your wax records but which you have never yet produced in the Blue Amberol.

Of course you will understand that these are just meant as suggestions from one of your customers, but I would certainly like to see you take them up definitely all the same and give us a treat by producing again as you used to do in the wax records some of the favorites.

Yours very truly

H. P. F. Hedger.

Thanking you we want to say
Ray we have a lot of the ~~same~~
Light Opera records recorded & will
put them out ~~as~~ as soon as the dealer
stop shouting for Dancer records

C. B. HAYNES & CO.
EDISON PHONOGRAPHS
121 W. BROAD ST.
RICHMOND, VA.

Thomas A. Edison, Inc.,
Orange, N. J.

Gentlemen,-

We are enclosing you a letter from one of our
Disc customers. Can you comply with his request in
regards to the three records mentioned?

Thanking you, we are,

Yours very truly,

C. B. Haynes & Co.

G⁸

CHAS. HAYNES
121 W. BROAD ST.
RICHMOND, VA.

*Haynes, Juanita & have passed
get home again from foreign
about Laurena
Laurena
Gentlemen,-
We are enclosing you a letter from one of our
Disc customers. Can you comply with his request in
regards to the three records mentioned?
Thanking you, we are,
Yours very truly,
C. B. Haynes & Co.
Say, We have Old Ky Home
Home again from a foreign shore we will
Juanita is being recorded Laurena
we will investigate - E
then send to Haynes*

edge and wore that way when I bought them. The other night when taking a record out of the cabinet I accidentally bumped it slightly and it dropped about two feet, in the envelope, to a carpeted floor and cracked half way across the record. I did not think such a thing was possible as it was not bumped hard or thrown down, just slipped out of my hand. The record was

"Birds and the Brook." I hope the slight chips or cracks I have noticed in the edge will not gradually increase and spoil the records. I think they are all records that are amongst the first issued. I have had my machine over a year and it is a constant source of enjoyment to me and especially to my invalid father. I sold my piano to get it as I could not play myself and have never regretted it.

I would also like to suggest
a song to you entitled "Mighty
Like a Rose," a ballad which
I think Miss Spencer would
sing to perfection.

Thanking you in advance,
and hoping to hear from
you about this matter,
I remain,

Very truly,
Miss Hazel B. Gaff.

Dec. 7, 1914.

Mr. J. P. Forbes,
Coshocton, Ohio.

Dear Sir:

Your favor of the 3rd instant to Mr. Edison was received, and he requests us to say that we will consider your suggestion, which seems to be good. We have already recorded two selections of the kind that you desire, and they will be placed on our selling list before a great while. These will be followed by other selections of a similar nature later on.

The two records that we refer to as having already been made are as follows:

St. Luke, 23: 33-38, - and "Calvary" -
Rev. Dr. Chapman & Mixed Quartet.

St. Mark, 4: 35 - 41, and "Peace be Still" -
Rev. Dr. Chapman & Mixed Quartet.

Yours very truly,
Edison Laboratory,

CAPITAL \$550,000.00 FULLY PAID.

OFFICERS:
E. J. KRAUSE,
PRESIDENT & TREASURER
C. N. KRAUSE,
VICE PRESIDENT & GENL. MGR.
H. H. SCHROEDER,
SECRETARY
W. E. TAYLOR,
CLERK

WILLISVILLE, ILL.
HEAD QUARTERS

MINES AT
SPARTA, ILL.
HEAD OFFICE

PERCKIN, ILL.
HEAD OFFICE

DIRECTORS
JAS. P. DAWSON,
W. E. TAYLOR,
A. H. SCHOTT,
E. J. KRAUSE,
C. N. KRAUSE,
H. H. SCHROEDER,
THOS. JEREMIAN.

The Willis Coal Mining Co.

OPERATORS OF

MEADSBORO, ILL. and Standard Coal Mines.

W. T. STEGER, SALKS AGENT

70 FULLERTON ST. ST. LOUIS.

Dec. 7, 1914

Mr. Thos. A. Edison,

E. Orange, N.J.

Dear Sir:

I have an Edison diamond disc machine. It is unquestionably the finest machine for reproducing sound that has ever been made, and there is only one thing lacking; that is, such music as Oh! Wind! Heaven from Madame Butterfly; Swear in This Hour from Forgia del Destino; Come to Our Mountains, Il Trovatore; The Fatal Stone; Rigolette Quartette and any number of others of this type. *Oh Night of Love*

It has often been said that if there was only one record made, one would be warranted in buying an instrument for "Swear in This Hour".

Even if you have not Caruso, Farrar, Sembrich and others in it, not possible to get some vocal music of the type mentioned? There is one thing lacking with the diamond disc machine. Every owner of a machine with whom I am acquainted makes the same complaint.

Trusting you will take my recommendation for what it is worth.

I am

Yours truly,

EJK:EM

165

Say we have nearly every piece he mentioned (records) if the dealers will be crying for the same music. I will get a record for you. I will get a record for you.

REPRODUCTION OF THIS LETTER, WITHOUT WRITTEN PERMISSION OF THE WILLIS COAL MINING CO., IS PROHIBITED. ANY REPRODUCTION OF THIS LETTER, WITHOUT WRITTEN PERMISSION OF THE WILLIS COAL MINING CO., IS PROHIBITED. ANY REPRODUCTION OF THIS LETTER, WITHOUT WRITTEN PERMISSION OF THE WILLIS COAL MINING CO., IS PROHIBITED.

Dec. 15, 1924.

Mr. E. J. Krause, Pres. & Treas.,
The Willis Coal and Mining Co.,
710 Fullerton Building,
St. Louis, Mo.

Dear Sir:

Your favor of the 7th instant to Mr. Edison was received. He requests me to say in reply that we have recorded nearly every selection that you mention, he also says that if the dealers will stop crying for the miserable dance music, he will get a chance to manufacture the records for the public.

Yours very truly,

Asst. to Mr. Edison.

December 7, 1914.

Mr. Wilson:

I am not anxious to stir up strife. In fact, I have, I am quite sure, prevented a lot of it from being stirred up in times past.

When Mr. Edison gives me orders, I try to live up to and carry them out. One of these orders read that no electrically driven phonographs were to be put out by us until he passed the final model subsequent to development, on which we are now engaged. The difficulty experienced in regulating the Alvas purchased by me for the special purpose in San Francisco, plus the information that we do supply them from time to time, prompted me, innocent of any idea of stirring up trouble for Mr. Edison or anyone else, to suggest that, as Chief Engineer, I send down a Notice requesting cessation of Alva supplying until further notice, just as I am sending down notices concerning the rest of our product from time to time. As I always consult Mr. Edison before sending down notices of import, and especially as he had been so positive as his instructions regarding electrically driven machines, I simply consulted him about it, prior to discussing it with you. The memo. was written in that spirit alone, and I am sorry it caused you the least annoyance.

Would it not have been better for you to have telephoned me the context of this memo you have sent copies of to Mr. E., Chas. E. Leeming etc., rather than have it appear to all concerned that I deliberately and with malice aforethought conceived and carried into execution a deeply laid plot to annoy you? I am sure Mr. Edison would have been very much less disturbed by such procedure. However, let's forget it and all try to do better next time. (Mr. Edison; Chas E., Leeming.)

M.R.H.

When you suspect soft
Varnish try on other
Mr. Edison's records — If you
We have been working on

Come across soft enough
the automatic machine for testing repro-
ducers, to eliminate bugs.
Let Moore know —

Send Report to Dimpkins to
The working of this machine has been
See how it is bound to
materially improved since last report
me —
but is not perfected yet. }

The difficulties to be overcome have
been in allowing for ^① variations in the
reproducers, ^② up and down movement
of reproducer weight, caused by record
surface not being level ~~and~~ and ^③
eccentricity of record threads.

These variations are ~~very~~ large
in proportion to
~~compared~~ with the small movements

with which we are dealing.

I think we have overcome trouble
from variations in reproducers, also
for up and down movement, and
we have decreased
~~are working to eliminate trouble~~
from eccentricity in record thread.

While perfecting the automatic
we are continuing tests by hand
the attached sheets give record
of tests since last report.

Z. P. Halpin
12/7/14.

[ATTACHMENT/ENCLOSURE]

Passed			Rejected.		
Reproducer No.	Record No	Rating (75 passes)	Reproducer No	Record No	Rating (75 passes)
40553	65	95			
41646	65	85			
52291	65	85			
			50221	66	60
			38299	66	60
			51469	66	50
52237	67	90	52493	67	50
			52497	67	20
28749	68	95	42837	68	20 (12 times)
			52353	68	30
23090	69	85			
51576	69	75	52293	69	50
51505	70	95	24184	70	50
			51940	70	40
51838	71	85			
39251	71	90	38207	71	50
			51939	72	50
			50225	72	30
			52166	73	50
			52503	73	20
52510	75	90	52185	75	50
			52354	75	20
52307	76	80	52507	76	50
52534	76	75			

[ATTACHMENT/ENCLOSURE]

Passed			Rejected.		
Reproducer No.	Record No.	Rating "75" passes	Reproducer No.	Record No.	Rating "75" passes.
			52502	77	55
			52322	77	60
			52450	77	10
			52200	79	50
			52210	79	20
			52495	80	10
			52375	80	10
<p>* The fact that all reproducers tested on last three records may indicate soft remush.</p>					

Wurth

Cylinder Records

Machines & moulds -

*D
1914*

*Phow.-
Record-
Many.*

Re-Port on Mr. Wurth's Cylinder Mold making Plant.

Plating outfit is intact, O. K.

Graphite plating machinery need slight repairs.

Plating dynamos are, O.K.

Lathes for turning cylinder moulds are O.K. These lathes are located in #4 Building (Laboratory Group)

Engraving Machine needs slight repairs.

All molds, both master and working molds are O.K., with and about 360 working molds the exception of 6 master molds, which were in operation at time of fire.

Master molds can easily be replaced by Mr. Geo. Werner.

All we are waiting for is word, ^{as} to where to locate, at present we are located on 1st. floor 24 Bldg.

Will require about 1500 ^{sq.} ft. of floor space in new location, providing we will not have to move lathes from #4 Bldg.

If lathes will have to be moved will require about 380 sq. ft. additional space.

A. Wurth.

A. Wurth

December 11, 1914.



*Pacific
Phonograph Company*

*Edison
Phonographs & Kinetoscopes*

140 GEARY ST.

SAN
FRANCISCO

San Francisco

December 12th

1 9 1 4 .

Mr. Thomas A. Edison,
Orange, N. J.

414

Dear Sir:-

We know that you will be pleased to
read the editorial which we are enclosing cut
from the issue of the "SAN FRANCISCO EXAMINER"
of December 11th.

Yours very truly

W. R. Pomeroy

ARP/RT
ENCL.

*Thank him for sending
They make me "Much big Injun"*

Σ

EUGENE STEVENS
ASSAYER AND CHEMIST
MINES EXAMINED
BOULDER, COLO.

We have a cylinder machine
#30; 45 75 Disc 80 150 200 7up
How answers you. criticism

My Photo
also look at the piano
I expect need a good
not on water

West Orange N.J.

Enclose the ad of your Phonograph and
the Victor. In the ad for your machine you are
made to say (I want to see a phonograph in every American
home) I seems like a Burlesque - when you look at
price that your machine is put on the market
how many American homes can afford to buy one
People that can afford to go to Grand Opera may be able
to spare the money to purchase a phonograph.
Is there any reason that there should be such a difference between
the cost an Edison and a Victor.

Yours truly
Eugene Stevens

384

COLO. Dec 12 1914

[ATTACHMENT/ENCLOSURE]

\$15 \$25 \$40 \$50
\$75 \$100 \$150 \$200

Victor Talking Machine Co., Camden, N. J., U.S.A.
British Columbia Co., Montreal, Canada, Victorians

Always use Victor Machines with Victor Records and Victor Needles—the combination. There is no other way to get the unequalled Victor tone.

New Victor Records demonstrated at all dealers on the 28th of each month



Victor IV, \$15
Oak



Victor VIII, \$40
Oak



Victor X, \$75
Mahogany or oak

Hear it in your own home. No obligation on your part to buy



Model B 150
Mahogany or Oak
\$156.00



Model B 40
Quartered Oak
Furred Plinth
\$168.00



Model A 80
Mahogany or Oak
\$198.00



Model A 200
Mahogany or Oak
\$294.00

EDISON Diamond Disc Phonographs

To the solution of this problem a solution of singular skill and sound was found in the way of attainment of this ideal. Mr. Edison, with characteristic patience and tenacity of purpose, studied the problem. He found the solution in the use of the diamond disc.



He, Edison says: "I would like to see a phonograph in every American home." Hear the living, convincing, and irresistible words of "Let the public hear and decide."



Model A 250
Mahogany or Oak
\$250.00



Model A 290
Mahogany
Inlaid Mahogany
\$294.00
Inlaid Plinth \$375.00



Model A 300
Circumferential Walnut
\$300.00



Model A 425
Circumferential Walnut
\$425.00



Model A 375
Mahogany
\$375.00



Model A 400
Mahogany
\$400.00

425

Liberty, Ind.

Dec. 13. 1914.

Mr. Thomas A. Edison.

Respected Sir,

I have meant to a few words to you for some time but diffidence held me back, now I'll try to tell you what was in my mind.

I have wondered why it would not be a good thing to connect the engine with an electric light - or other socket to get the power instead of using the crank to wind up.

If this idea is worth any thing to you I'll pass it over and trust to you to do the right by me.

I was extremely sorry to read of the burning of your electrical plant; perhaps now would be a good time to try my idea.

I hope this note will not be consigned to the waste basket before it reaches you. most respectfully,
(Mrs.) Marilee H. Thurston.

Dec. '14, 1914.

Miss Hazel B. Graff,
1169 Flatbush Ave.,
Brooklyn, N. Y.

Dear Madam:

Your favor of the 7th instant to Mr. Edison was received. He regrets to learn that you were unfortunate in regard to some of your Diamond Disc Phonograph records.

If you will send us the names of the cracked records, we will give you new ones for them. It may take several weeks for you to get them as we have just had a bad fire and our record department was burned out. We are taking immediate steps to rebuild, however, and will probably be running again within 60 days.

Yours very truly,

Asst. to Mr. Edison.

P
1914

Photo Record
Manuf.

Working moulds Dec 15 1914

Hird is getting ready the 1st

~~sub working moulds complete~~

- 6 rec. - as soon as finished

~~they are put aside +~~

he starts on second list.

Quick! Quick! Quick!

TAE.

Gruener

PHINEAS LEWINSON,
ATTORNEY & COUNSELOR AT LAW.
36 PINE STREET,
NEW YORK.
TELEPHONE 5847 JON

Mr. Hayes
Please attach
refers about the
young lady
W. H. Meadows
December 16th, 1914.

Mr. W. H. Meadowscroft,
c/o Edison Phonograph Co.,
West Orange, N. J.

Dear Mr. Meadowscroft:

On behalf of Miss H. Delphine Rauch
who has at the suggestion of Mr. Edison been making trial
disc records in New York City, for the purpose as Mr. Edison
suggested when Miss Rauch and I were at your laboratory at
Orange last year, of perfecting herself in the art of record-
ing songs, I telephoned you about a month ago to enquire
what prospects there were of an early report on the latest
effort, that of June 17th, 1914. At that time you said that
Mr. Edison was not up-to-date in his work and that I should
communicate with you a month later, which I am now doing.
Of course, I have read of Mr. Edison's recent troubles and I
realize that he must be still further behind in his work, so
that I do not expect nor ask for any report now. My sole pur-
pose in bothering you today is to ask your suggestion as to
just what I should do for Miss Rauch in the matter. The young
lady is ready and anxious for more work for the Edison talk-
ing machines, and, judging by what (as you no doubt remember)

457

PHINEAS LEWINSON,
ATTORNEY & COUNSELOR AT LAW,
36 PINE STREET,
NEW YORK.
TELEPHONE 5367 JOHN

(2)

Mr. Edison said to her on her (and my) visit to Orange, November, 1913, Mr. Edison thought very highly of her work and voice, and said that the Company would want her on its list of artists. As her manager, it is my duty to see that this is done and I am so bold as to ask your assistance, welcoming any suggestion you may have to make. I hope that Mr. Edison is well and adjusting his latest difficulties to his own entire satisfaction, and with kindest regards to him, and to yourself, I am,

Yours truly,

Phineas Lewinson

[ATTACHMENT/ENCLOSURE]

File Hayes see me before
Mr. Meadowcroft- ~~Meadowcroft sends~~
this letter

This lady has made two regular records and
both rejected by Mr. Edison. The principal cause of rejection
were the selections given her to sing.

Hayes-

Day. The records he heard were not
quite good enough, she was either
not in good voice, or she was
nervous. We have great trouble
even with old singers more than 1/2
the time they are not in good voice.

[ATTACHMENT/ENCLOSURE]



Pacific Phonograph Company

Edison
Phonographs & Kinetoscopes

140 GEARY ST.

SAN FRANCISCO

San Francisco

December 17th
1914.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

512
Day. We are getting out
a new line of Cylinder machines
I will improve the records +
At the urgent request of Mr. Blish, ~~and~~ I am going
of the firm of Harger & Blish, of Des Moines, Iowa, we write you with reference to the future
of the Cylinder product. *to prove that*

The Cylinder line is on the wane. Of ~~the cylinder~~
this there can be no doubt. We have given the ~~the cylinder~~
subject very serious consideration and accept- ~~the cylinder~~
ing the opinion of the dealers with whom we have ~~the cylinder~~
taken the matter up with, we have come to the ~~the cylinder~~
conclusion that the entire line of Cylinder ma- ~~the cylinder~~
chines as now made must be eliminated for the ~~the cylinder~~
reason that they do not compare favorably in ap- ~~the cylinder~~
pearance or price with other Sound Reproducing ~~the cylinder~~
machines on the market. *G*

If you will at least give us equal
values we feel sure that the sale of the Cyl-
inder product can be perpetuated. The present
Amberola V has proven satisfactory from a me-
chanical and musical standpoint. We would sug-
gest that you use this motor exclusively on the
lower priced types of instruments.

We would price the present \$80.00 ma-
chine at \$35.00 list. The same motor placed in
this type of machine on legs similar in type to
an Amberola III to list at \$50.00. At \$75.00 a
full cabinet machine with this motor with compart-
ments for holding Records.

Other Companies are manufacturing ma-
chines of the types as described in the fore-

[ATTACHMENT/ENCLOSURE]



#2, Thos. A. Edison

Pacific
Phonograph Company
Edison
Phonographs & Kinetoscopes
140 GEARY ST.
SAN FRANCISCO
San Francisco
Dec. 17, '14

going to sell at the prices named. There is no reason, therefore, that your Company cannot do the same.

The Cylinder product is too good to let die. If you will give us attractive values, we can bring the Cylinder business back to where it was several years ago. This is absolutely all that is necessary.

Another advantage of this plan is in having only one motor.

We hasten this communication as we think it is an opportune time to make the very necessary changes in the line.

Yours very truly,

PACIFIC PHONOGRAPH COMPANY

ARP/RT

PER

A. R. O'Connell

[ATTACHMENT/ENCLOSURE]

RUTGERS COLLEGE
DEPARTMENT OF ROMANCE LANGUAGES
EDWIN B. DAVIS, B.L.
EDMOND W. BILLETDOUX, A.M.
NEW BRUNSWICK, NEW JERSEY

Ray We like Criticism and you are
Correct about Anvil Chorus, it was
made 2 years ago, We do not intend
December 17, 1914
seconding Opera singers of the
Dramatic type of voice, but only those
who are of the Lyric Type, Every attempt
Mr. Thomas A. Edison,
West Orange, N. J.
Dear Sir: *failures, & they also fail when they
go on the Concert stage, The Field*
This is perhaps an inopportune time,
right after the tremendous loss you have
suffered, *only use them for advertising
purposes when it is a very*
trivial thing, but the occasion to do a thing
of great *of great value records over
the whole country never*
seems to come rarely twice, and the occasion
is furnished in this instance by the recital
given in Brunswick last evening by a repre-
sentative of your company, *having expanded 1 1/2 percent*
in order to dem-
onstrate your new diamond-point machine.
of the label
While I was struck by the great clear-
ness of the human voice and greatly pleased
with the instrument, I have a criticism to
make of some of the singers. It may be that
you do not intend to ^{go} into the opera extensively,--
it may not be worth while with such power-
ful competitors as the Victor Company, but
if you do, I fear that you would do your cause
more harm than good with one of the double
records I heard last night, namely the
Measure
Anvil Chorus and Anvil Chorus of Verdi. Occasionally
the voices were off pitch and the singers
failed repeatedly to interpret sympathet-

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[ATTACHMENT/ENCLOSURE]

RUTGERS COLLEGE
DEPARTMENT OF ROMANCE LANGUAGES
EDWIN S. DAVIS, B.L.
EDMOND W. BILLETDOCK, A.M.
NEW BRUNSWICK, NEW JERSEY

ically. In one of these, also, the accompa-
niment was mediocre in spots, - I forget which.

If you care to forward this criticism
to whoever has charge of your records, it
may possibly be of some value.

Permit me to wish you a speedy res-
toration of your valuable laboratories and
a long life of successful labor in the prob-
lems and victories of Science.

Yours very truly

Edwin S. Davis

REST
HOME

Cyrus Hamlin, M.D.

102 HANCOCK STREET

MEADOW CROFT
BROOKLYN, N.Y.

Phone
734 DEPT.

file
Thomas A. Edison Esq -

Orange N.J.

Dear Sir:

last evening I arranged with Cummings
to get this information
from Mr. Cummings
his suggestions
is good
I am
pleased to hear the Edison Disc
Photograph at the Unimable Club
Brooklyn N.Y. I made a suggestion to
your CO-exhibitor, Mr. Allen B. Sever
which he thought good & requested
me to communicate to you.
Violin lovers are just as much interested
to know the make model etc of the
instrument that the artist performs upon
as they are the name of the piece music etc.
A short biographical sketch of the performer
with the name of the maker of the violin
model history etc would add to the value
of this particular record - This would
stimulate the modern violin maker to
submit his product in comparative test
with the Cremona instruments etc.

Yours sincerely
Cyrus Hamlin

WHITCOMB, RIGGS & CO.
INVESTMENT SECURITIES
PENNSYLVANIA BUILDING
PHILADELPHIA, PA.

December 18th, 1914.

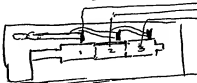
435
Mr. Thomas A. Edison,
East Orange, N.J.

My dear Sir:-

For a number of years I have watched the development of your many projects and as a sincere well-wisher and admirer would like to state for your information the following ideas, which if there is anything in them I hope you will perfect and carry to a successful conclusion.

am through
I have been very much interested in the development of phonographs, talking machines, etc. Certain matters have come under my observation wherein some of the larger companies have attempted to increase the volume of sound, which seems to be one of the points that they are not able to do successfully, so that the phonograph could be used in the larger dance halls, where volume of sound is necessary.

Recently I took one of your old cylinder machines and pasted three of your ordinary size records together. I then extended the pivot to a sufficient distance to run through and support these three records. I then made an arrangement of tubing similar to that which I will attempt to draw out for you here:



*first reproducer
then "*
It will thus be perceived that three or four reproducers or recorders could be run at one and the same time. I rigged up four reproducers in this way after a fashion and then took a record with a quartet, each voice singing independently into a separate reproducer. The results were more or less astonishing. In other words, with a finely balanced quartet each individual under this system could produce his exact voice and make each record an individual record avoiding the recording through one horn. Secondly, we did get considerably more volume.

I have said enough herein that if there be anything in the matter you can easily work it out. In the diagram you will

T.A.E.#2

note I have marked the reproducer 1, 2, 3, and ~~4~~. I found that the heavier voice should be recorded at ~~3~~ and the lightest voice (the tenor) at 1.

I hope there may be something in this idea. I do not personally want anything out of it, but I would like to see you "put one over" on the Victor.

Respectfully your well wisher,

M.D. Whitcomb

W-C

Herbert Sachs-Hirsch
THE "ASTORIA" 1147 ASTOR STREET
NEWARK, NEW JERSEY
TEL. Waverley 184. CABLE "HERALD NEWARK"

CONCERT MANAGEMENT
R. E. JOHNSTON
1481 BROADWAY, NEW YORK.

458

File Applications

Newark, N. J., Dec. 19, 1914

Mr. W. H. Meadowcroft
Edison Laboratories
Orange, N. J.

Drop him for present
too busy

Dear Sir, —

One week ago I came to your office in reference to experiments in piano recordings for the Edison Diamond Disc. You asked me to write you in about a month from then; but I have noticed, according to the papers, that the manufacture of new Edison records is continuing, so I venture to write sooner.

It is a matter of great interest to me to see the recording of the piano brought to the perfection. Records have been made by other companies, but they all have the same fault, — they do not get the real, characteristic piano tone, but a sort of "picked-string" or banjo effect.

I have conceived an idea for a different manner of recording, which may be of value. At any rate it works out in theory, and I should be glad to give my services in trying it out in practical experiments.

The enclosed circular will give you such information about myself as you may want. I shall gladly come to your Laboratories, should you want to go further into the matter. However I prefer to have all dealings directly with you, — not through my manager. For this reason I am writing personally.

Awaiting your reply, I am

Very truly yours,

Herbert Sachs-Hirsch.

[ATTACHMENT/ENCLOSURE]



HERBERT SACHS-HIRSCH

MANAGEMENT -
R. E. JOHNSTON
1451 BROADWAY
NEW YORK CITY

[ATTACHMENT/ENCLOSURE]

R. E. JOHNSTON ANNOUNCES

THE RETURN OF
THE DISTINGUISHED
YOUNG AMERICAN PIANIST
HERBERT

SACHS-HIRSCH

ON TOUR IN AMERICA
DECEMBER TO MAY 1914-1915

FOR TERMS AND DATES
APPLY

R. E. JOHNSTON
1451 BROADWAY, NEW YORK CITY.
TELEPHONE 808 BRYANT.

[ATTACHMENT/ENCLOSURE]

"IT IS AN ILL WIND
THAT BLOWS NOBODY GOOD"—

Thus the European War, in forcing Herbert Sachs-Hirsch to abandon his engagements in Berlin, Dresden, Leipzig, Vienna and London with the London Symphony Orchestra, the Berlin Philharmonic Orchestra, the Dresden Philharmonic Orchestra, also other European Orchestras and Recitals in Hanover, Hamburg, Munich, Prague, Cologne, etc., is thereby offering our music lovers the opportunity of hearing this great musician one year ahead of time. (Mr. R. E. Johnston, his manager, having already contracted to bring Herbert Sachs-Hirsch to America beginning January 1916).

However, Mr. Johnston is quite contented with the unexpected turn of affairs, knowing the hearty welcome the American music loving people will give this pianist.

Herbert Sachs-Hirsch possesses that happy combination of qualities so long sought for as ideal. Youthful fire and buoyancy of spirit, together with a poetic soul; deep musical insight, combined with a great technique. Mr. Sachs-Hirsch uses his remarkable technical equipment, however, simply as the means of expression for his deepest thoughts, for conveying the message of his soul to the listening world.

Herbert Sachs-Hirsch's hands are models of a pianist's "working tools". He has a brilliant, active mind, versed as he is in all branches of modern thought, science and philosophy, as well as in all musical subjects.

Matured mastery, with a strong individuality and the compelling magnetism of his personality, complete the list of qualities which make up Herbert Sachs-Hirsch's artistry, which are the foundations of his wonderful success, and which have so unfailingly drawn forth the most enthusiastic demonstrations of delight from his audiences, winning acclaim and admiration from musician and layman alike.

[ATTACHMENT/ENCLOSURE]

A BRIEF BIOGRAPHY.

Herbert Sachs-Hirsch was born in New York City on April 16th, 1895. Being a rather delicate child, he was taken to mountainous districts to live until he was 9 years of age. In the quasi-isolation of his life during that time, his musical nature and his great love for the piano developed and became evident. He began study when 9 years old. The teachers who have been instrumental in coupling his great gift with his great ability have been:

Clara G. Husserl (a worthy exponent of Leschetizky) under whose guidance his wonderfully rapid progress warranted his being taken to

Rafael Joseffy (the well-known pedagogue) who accepted Master Sachs-Hirsch at eleven years of age, as a regular pupil;

R. M. Brühlaupt (the eminent writer and expounder of piano technique) in Berlin, with whom Herbert Sachs-Hirsch studied in 1907 and 1908;

The Imperial Master School in Vienna, and—Leopold Godowsky (the great master) who has given Sachs-Hirsch that finesse of style and detail which constitute the finishing touches in music study.

In 1911 Herbert Sachs-Hirsch made his first concert tour of this country, through eastern Canada and the United States, appearing with Orchestra as well as in Recitals and Concerts, and was so successful that R. E. Johnston renewed the contract for the following season. Evidence of the high reputation Sachs-Hirsch earned for himself are:

His engagement as the only piano soloist at the Toronto Music Festival, held in October 1912, at the opening of the great Arena in that city;

An invitation from the White House to give a Solree Musicales in the East Room on March 11th, 1913, exactly one week after President Wilson's inauguration;

A joint recital with the great Belgian violinist Eugene Ysaÿe;

And many other similar instances of public acclaim and recognition.

[ATTACHMENT/ENCLOSURE]

SPECIMEN EXCERPTS FROM

Herbert Sachs-Hirsch, the young pianist, has an exceedingly able technique and the promise of a brilliant future. He played compositions of Chopin and Liszt to a straightforward manner, without affectation, and succeeded ably.

—BOSTON DAILY ADVERTISER.

Herbert Sachs-Hirsch landed under the misfortune of being known as an "infant prodigy," being but seventeen years of age; but none would have guessed it from his playing. He showed delicacy and assurance, particularly in his Chopin numbers. His choice of the literature was daring, since it has been played so often for greater pianists, but he did not fail. A Liszt Etude was also worthy of remark and clear attention. An artist who can make Liszt music, even true, and the young musician accomplished this. His Liszt (Razovsky certainly showed the upshot, and his concert a Pianist by Scarlati—was in fact, showed individuality of interpretation.

—TROY RECORD.

The young pianist, Herbert Sachs-Hirsch, will make a name for himself, although it may be too long to be sufficient for simplicity. He played Chopin and Liszt (Liszt very approximately in his concert) and played them faultlessly. Meanwhile he is a remarkable seventeen-year-old, and certainly makes for that kind of a musician.

—TROY TIMES.

Young Mr. Sachs-Hirsch, the pianist, gave a Chopin and Liszt programme that went very far towards making up the deficiency of the concert as an instrument, mostly in evident after playing the May Galt's. His technique is masterable, and he played with a variety of choice that marks him as a thoroughly able artist.

—ALBANY TIMES-UNION.

Mr. Sachs-Hirsch is a young pianist for whose musical career great success is in store. He has a very fine technique and a beautiful tone. The way in which he played the great of Chopin compositions and Liszt's 6th Hungarian Rhapsody was greatly appreciated, and he certainly showed the signs of a pianist with which he was rewarded.

—TRANSLATION FROM "LA PATRIE" MONTREAL.

THE AMERICAN PRESS.

Mr. Herbert Sachs-Hirsch has a great deal of technique and a very fine touch. He played exceedingly well the Schubert-Liszt Etudes, and finished with clear conception and fine execution a group of Chopin, but he showed his highest success and enthusiastic credit with the Liszt Rhapsody, which aroused heated applause.

—TRANSLATION FROM "LE CANADA" MONTREAL.

The pianist, Mr. Herbert Sachs-Hirsch, made a success in his first concert in this city. He was recalled after each number. The young man, he is but seventeen years old, played with style, taste, an efficient technique, and a true regard for expression and music. In the different pieces, and especially in the Schubert sonata, played as an encore, he was most charming, making out the melody on the piano, and keeping the accompaniment subdued in an exquisite and charming manner. Mr. Sachs-Hirsch has a brilliant future.

—NEWARK SUNDAY CALL.

Herbert Sachs-Hirsch, a young man with fine interpretative ability and abundance of technique, was warmly received. His performance left nothing to be desired in warmth and breadth of feeling.

—PITTSBURGH CHRONICAL TELEGRAPH.

Mr. Sachs-Hirsch gave a splendid performance last night. He is a young and completely able pianist. The audience left no doubt as to his appreciation of his magnificent work.

—PITTSBURGH PRESS.

Herbert Sachs-Hirsch, the pianist, was exceptionally able for one of his undoubted possibilities. His playing was of an order to put him out of the ranks of the "new prodigy" and into the class of the great artists. His technique was of a delightful liquid quality, and his tone was full and rich. The audience's program gave an intelligent and mature interpretation that was greatly appreciated by his hearers. His Chopin numbers were given with great clarity and individuality, and his Liszt Rhapsody (Hungarian No. 6) was magnificent.

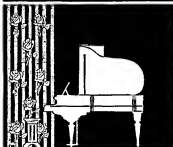
—TRISTON TRUE AMERICAN.

[ATTACHMENT/ENCLOSURE]

HERBERT SACHS-HIRSCH

USES AND ENDORSES THE

Knabe



Warerooms,

5th Ave. at 39th St.



459

Thank him & say I am glad to get suggestion
 say reason I ~~thought~~ ^{did not} put out Piano music
 Framingham Improvement Association
 is that I cannot record it properly. I have
 Editorial Committee, Frederic A. Whiting
 just passed two by ~~recording~~ ^{accompanying}
 Framingham, Massachusetts
~~but due to inexperience of the dealers~~
 but I ~~did not~~ ^{do not} like to

Mr. Thos A. Edison,
 Orange, N.J.

State Street
 Framingham, Mass.
 December 19, 1914

of Florence Hinkle song for us for
 years on the Cylinders, I hear that

My dear Sir: Your letter of the 9th directed to my
 summer home at Ogunquit, Maine, was forwarded to me
 ms here.

I am pleased that my friend's suggestions in re a better
 equality of voices in quartet music etc (not to have one
 voice or instrument dominate the others,) meets your ap-
 proval, as I was not criticising but suggesting, based on
 personal experience in such matters. It is to be lamented
 that any voice, however good, drowns the others and so mars
 the effect and spoils the record for the discriminating.

Miss Spencer's voice is always a delight---just as Van
 Brunts, (speaking only for myself---and you have all tastes
 to meet,) is an offense. Now I am enclosing Philip Hale's
 report of the singing of Miss Florence Hinkle, which may
 interest you. My sister heard Miss Hinkle and says that
 her voice and singing are wonderful, and just the type for
 the Edison records. She is probably free from the Victrola
 round-up and there can be no mistake in securing her now,
 to sing when you are again ready. Some of the opera singers
 make, to my mind, very unmusical records--skilful, but not
 real music; but Miss Hinkle's voice is all music. But you
 can read what Boston's best music critic says.

It is regrettable that the "Edisona" (as we call it,) does
 not yet reproduce the piano well---not distinctly. The only
 record I have that does the piano part well is No. 80110
 ---the opening phrase of the Tarantelle. If that much can be
 reproduced vividly, why not an entire piece? A day or two
 ago I bought a dozen or so records (Victor) of Christmas
 music etc. so as to get more variety than your list affords,
 and I found two piano pieces that are strong, distinct and
 full---the best I've ever found---only they sound as if the
 performer used a poor piano. The Edison is free from this
 defect. Note this piano part in 80110 and you will see what
 I mean...it is a good instrument. So if you can keep to
 that quality of tone and yet give full and clear tone, it
 will be one more point in the Edison supremacy, and there

FREDERIC A. WHITING
ELEVEN STATE STREET
FRAMINGHAM 1 : MASS.

are thousands of music lovers who prefer piano music to any other--even the human voice--and there is a wide field here for your genius to possess.

In the violin and cello you are far and away above the victrola. The Spalding records are a delight. I wish there were more like 82046.

But after all, the wonder of your success lies (to my mind,) in your capturing the human voice so perfectly, with rarely any hint of mechanism, and none of the tinny, wirey edge that is apparent in most of the records of all other phonographs,--a hint of metal vibration that always repelled me, so that whenever I listened to the usual phonograph (Victor, Columbia etc.) I could not make up my mind to have one in the house; it would "get on my nerves!"

Then The Edisona appeared and I surrendered "by wholesale." As evidence of my conversion,--I have bought during the past six months or so, six of your Diamond Disc Instruments. Last week two--one of them to go to a son in Ohio--and one for a friend at Sudbury, Mass. And yesterday I sent a lady to Thomas & Co. who will, I think, buy a \$250. Edison. So you see my enthusiasm takes also a very practical form "for the good of the cause!" That is why I may be permitted to occasionally submit a kindly suggestion. After my dislike for all other instruments of the kind, it is a good deal to say that my Edisona is a constant source of real happiness for myself, my family and friends. It gives us not mere reproduction, but Music,--and the more musical the listener the greater the appreciation and approval.

Permit me to express my profound regret that you have so serious a fire loss--a loss that would engulf any weaker spirit. But with you--why everybody just KNOWS that you will come out of the flames, phoenix-like, unharmed and stronger for even higher flights.

Faithfully yours,

Fred A. Whiting

**Symphony Orchestra's Playing
of Schoenberg Pieces Re-
ceived with Dignity.**

The eighth Public Rehearsal of the Boston Symphony Orchestra, Dr. Karl Muck conductor, took place yesterday afternoon in Symphony Hall. Miss Florence Hinkle, soprano, was the soloist. The program was as follows:

The program was as follows:

A Faust Overture.....	Wagner
And the Sphinx.....	Debussy
Finale of the Ring.....	Wagner
Pre-Concerto, The First.....	The Changing
Chord, Petrified.....	The Utterance of
Live.....	Schoenberg
First time in Boston.	
"Ars Nova" from "The Grass of Uruk".....	Prokofiev

Symphony in G (The Surprise).....Haydn

Bill Nye said, many years ago, that the music of Wagner was better than his own. Arnold Schoenberg says today that his own music is better than it sounds.

The pieces played yesterday are extraordinary. It is easy to say that the composer is a moniac or a peromane. Neither statement would be accurate. Those who have read his treatise on harmony know that he is a man of unusual knowledge, force, originality. Those who heard his quartet last season know that he can write music of uncommon beauty and towering imagination.

It would also be easy to say that when Strauss's "Ziti Querschnitt" was first performed in Boston, the majority in the audience thought the music chaotic, incomprehensible and the composer mad. Today, in comparison with Schoenberg's pieces, the symphonic poem is as clear as music by Haydn. Remember, too, that when Debussy's "Nocturne" were played twice in succession at Chickering Hall they were thought to be incomprehensible.

[illegible][illegible]

When Liebenberg's Five, Eleven, were performed on the first time, in London, and in Chicago, the audience of the outposts of disapproval. Yesterday, the outposts of the audience was highly comparable to Boston. There was smiling, there was giggling at times; there was applause. Nobody rose to remonstrate. Nothing was thrown at Dr. Muck and the orchestra. There was no perturbation of Nature to show that Liebenberg's poems were popular. The audience did not hasten to the exit, as was no carthage, a shock. It was as if

[illegible]

Dr. Muck gave an eloquent reading of the Faust overture in which there is a hint at the Wagner to come. The symphony of Haydn, admirably performed, is not among his most interesting. The program of the concert next week will be as follows: Franz Choral in A minor for organ; Veebe's symphony in B minor (first time here); Bach, pastorate from the Christmas oratorio; Liszt, March of the Th. King; Weber, overture to "Froschmetz."

BACHMAN

RYAN, - 1778.

December 22nd, 1914

RAB-9-1561

Mr. Edison:

Regarding the attached report. You mention the number of men on production. You will note these men are working in Building 20 Works, 2 men working over time on production, 16 men working over time cleaning and repairing machines.

This department is not under my jurisdiction. These reports are made out by Mr. Wetzel whom I have here following up all production work and asked him to incorporate everything he could get data on to keep you informed regarding shafting and hangers. We are buying everything out of stock but it was necessary to find out what we had so as not to buy material we already have on hand. We will have enough shafting and hangers to put 14 additional millwrights to work tomorrow morning, Wednesday. It is necessary to buy quite a number of Babbit boxes to fit the hangers. The hangers had to be repaired and also some pulleys. All countershafts had to be taken apart and fixed up.

We are not stopping any production here. We are increasing on this as rapidly as we can. Will be able to clean most of it up this week. Will be able to lay off a lot of people in the Assembling Room very shortly as most of the material has been sorted. I will have a rigid inspection made of all work that we do here. A great deal of these parts will have to be scrapped due to scale, especially gears as we cannot use material that has been soaked in the fire on account of the motors running noisy.

Robert C. Bachman

DEC 23 10:40 AM 1914

[ATTACHMENT/ENCLOSURE]

December 22nd, 1914.

RAB-9-1560

Mr. Edison:

Regarding the attached report. You will note that some of the line shafting and countershafts are rather slow being placed in position.

This is due to the fact that the shafting seemed to have suffered more than some of the machinery did in the fire, and also that we had some time in getting the countershafts and shafting delivered to us here. It is necessary now to get quite a number of parts for them but expect to have everything in shape some time the latter part of this week.

All the work is progressing very rapidly.

R. A. BACHMAN

[ATTACHMENT/ENCLOSURE]

Dec. 22, 1914.

Please note situation as found between the hours of 7:30 and 9 P.M. throughout the factory yesterday:

Jewel Dept. 7th floor:

Mr. Dolan has 4 men in this department, 14 men are working over time, 15 men all night cleaning machines and sorting material. The changes referred to in yesterday's report made necessary on account of the high speed of the pulleys on the line shaft have not as yet been completed.

Drilling Dept. 6th floor

2 Battery carpenters at work. Dolan has 5 men in this department. Munson has 8 men working over time. 3 men all night cleaning and overhauling machines. The motor for this department was on the floor and was being placed in position. Several of the machines are belted and can be operated as soon as motor is installed.

Japan Dept. 6th floor

No work being carried on.

Japan Cleaning Dept. 6th floor

No work being carried on. Several machines can be run as soon as proper shafting and power is in.

Reproducer Dept. 5th floor

6 men working all night, 10 men over time. Nearly 20 machines waiting power and shafting.

Gear Dept. 5th floor

10 men working all night. 4 men over time. 8 or 10 machines waiting power and shafting.

Lathe Dept. 5th floor

14 men working over time. About 30 machines ready to operate as soon as power and shafting is in.

NOTE: In the 3 departments mentioned above, 3 millwrights were working on shafting and 7 carpenters on shelving, benches, etc.

Grinding Dept. 4th floor

1 man working grinding disc mould plates. 4 other men working over time. 2 machines have been belted up ready to run. Mr. Dolan has three men in the department.

Cabinet Finishing Dept. 4th floor

No work being carried on

Phono. Testing Dept. 4th floor

No work being carried on

Assembling & Stock Room, 3d floor

4 carpenters working in this department. 20 men working over time disassembling machines, 21 men over time sorting material, 54 men all night sorting material.

[ATTACHMENT/ENCLOSURE]

Tool Room, 3rd floor

Mr. Vreeland has 20 men working over time on Works machines.
Weber has 58 men working all night and 15 men over time. Several machines for use in this department are ready waiting installation.

Sheet Metal Dept. 2nd floor

4 men working all night cleaning and repairing machines. Dolan has 2 men working on shafting.

Nickel Plating Dept. 1st & 2nd floors:

1 Battery men working over time. 4 works men all night

Screw Machine 2nd floor

Dolan has 4 men working on shafting, etc. No other work being carried on. A lot of machines, however, in this department are belted and ready to run as soon as the shafting work is completed.

Shipping Dept. 2nd floor

No work being carried on

Packing Dept. 2nd floor

No work being carried on

Press Dept. 1st floor

No work being carried on in this department

Tool Room, Laboratory

Weber has 8 men working over time, 22 men all night

Jobbing Dept. Laboratory

1 man working all night, 3 men over time

Bates Dept. Bldg. 20 Works

2 men working over time on production, 16 men over time cleaning and repairing machines

Business Dept. Bldg. 20 Works

No work being carried on

Buffing Dept. Bldg 4 Works

Nobody working

Pickling Dept. Phono. Works

3 men working all night

Return
Report

DEC 22 3 57 PM 1914

Bachman

In last report ^{RECEIVED} I noted
63 men on production
^{today's}
on ~~this~~ report only
noticed 2 men on production
as the work stopped
on production —

Shuffling seems to be
cause of delay. I
thought you could get
it in stock — E

Mr. Edison:

We are sending you to-day trial record by Samiloff, dramatic tenor. This tenor has the routine to sing some of those operatic duets for Soprano and Tenor that are wanted.

He was not in good voice—you can figure on his voice not being so dark or covered.

We want to put him with Battaggi, dramatic Soprano already passed for certain selections. We must also find a suitable lyric tenor for some of the other operatic Soprano and Tenor duets. Also another Baritone who has a repertoire of operas.

Our regular laboratory talent is insipid in this kind of work.

  C. White.

12-24-14

HOWARD W. LIBBY

Edison and Victor Talking Machines and Supplies
Bicycles and Sewing Machines

Repairing of same.

123 Maine Street

Day I am not satisfied with the quality
of the Piano recording. We will put out
two times shortly, but do not
want to issue any more until I
have improved the technique —
Dec 29 1914
Brunswick, Maine

Mr Thomas A Edison

I would like very
much to have you grant me a Solo if you can
get as perfect tone of a Piano as you certainly do
on your Disc Records No 50196 It seems to me you
might be able to get the same high quality
in a Piano Solo say Black Box now if you
could render a Solo of the above title and get
such marvelous tones as you did on the above
mentioned record I certainly would love something
to demonstrate to the public which certainly could not
be imitated by the Victor or Columbia Companies
I have had Piano Solos on the Victor of accredited
artists but the tones were like they come off a press
Pam now I hope you will see fit to grant my
request and I am sure we both will profit
by so doing. I have out over all Talking Machines which
you can help me time your trials. Yours
H. W. Libby

Ask Hayes about the tunes - I will answer this (m. Hayes)

The answer about artists is that we have many more tunes by these artists mentioned & many more artists, but we do not give them very good Chicago Ill.

62C.400 doctors attention
The subject is Dr. J. H. 17,
page 17
Dear Sirs,

I am the owner
of an Edison Tisc Phon.
graph and like it
very well but for
one thing your re-
petition does not in-
clude "The Intermezzo"
from "Jewels of the
Maddonna," "La "Violet
Rose" or "Barcarolle"

some of your records
vibrate on the high
notes I notice this
especially in "Paletella
c. de vol. d' angeli"
S.H.

from "Tales of Hoffman"
I would appreciate
it very much if
you would issue
these records.

I have often wonder-
ed why you never
have any exclusive
singers. You have let
so many go by such
as Destinas, Bori, Mar-
tinelli and others. I
am sure you could
get them if you try
yours truly
Spencer Seafield.
P.S. Why is it that

PHONOGRAPH - MFG.

709
December 30th, 1914.

RAB-9-1596

Mr. Edison:

I have your memorandum on inspection. I fully appreciate the importance of this, and am taking every precaution to see that we do not manufacture any material that cannot be used.

I received the first drawings this morning. I at once established a system. The Sorew Department will have a travelling inspector who will make it his business to go from one machine to the other inspecting the work as it comes through, thus protecting ourselves against making a great number of parts should any of the cams on the machine shift. We will have travelling inspectors on all other operations that can be put on. Some of the operations, however, will have to be sent to the inspection room for both rough and final inspection.

I am using the inspectors that were furnished me and in addition to these I am putting two of our inspectors to keep a check on all operations. They will make it a point to travel from one department to the other and check the inspection that has already been made by those furnished me. One will be Mr. Abram who is our Chief Inspector here and the other Mr. Edelhäuser who has been tool and machine inspector and also an experimenter for you. Both of them are very able men and fully realize the importance of work in connection with phonographs.

There is no doubt but what you realize we will have to be extremely careful for a while in as much as all machines have been through the fire and the chances are the alignment will not be what it should be; then again dies, jigs and other tools are not the same as if they were just being made. A lot of them had the temper drawn, shrunk and warped or in such shape we may have to discard more than we had anticipated, although we are watching this very carefully and am sure we will get along all right by using a little judgment and care.

Nathaniel Bachman

CONTENTS: —

BACHMAN USING CARE TO INSPECT

PHEND, -MFG,

December 31st, 1914.

RAB-9-1600

Mr. Mambert:

Regarding the attached memorandum Mr. Edison wrote ^{last} ~~the~~. Please tell Mr. Edison I am putting on men as fast as practical. Some of the operation tools are not yet completed and we are shifting from one tool to the other on day shift. This will not be practical at night as we have not enough men to take care of this and I am afraid we will run into trouble.

Tell Mr. Edison not to be alarmed; that I will show him a big production very soon and I think it is up to him to see that we get cabinets. As soon as we get busy here we will eat it up alive. Also have Mr. Edison inform me what is the next step to take after we get tools for the B-80. Shall we tackle the Business Phonograph next? I would like to have this come through the regular channel so there will be no misunderstanding.

Also tell Mr. Edison that small tools are the only thing that is holding us up, such as special reamers, gauges, etc, which I was not familiar with, as I received the first blue prints yesterday morning and was informed that the B-80 tools were all ready for manufacturing. When we got to this point I discovered it was not the case. They are coming through very rapidly now.

R. A. BACHMAN

Robert A. Bachman

The 2nd thing to start full blast is
the new disc clockwork mfg as fast
as tools are ready. ~~the~~ 3rd is
big phone 4th ~~the~~ 10 new clock
work — in absence of tools for new disc
motor full in with 183 machine 1st ~~clockwork~~

John J. Casady
Master Under

Boston Lodge, Number Ten

D. S. McCarron
Secretary

Benevolent and Protective Order of Elks

10 Somerset Street

Boston



December 31st, '14.

Thomas A. Edison, Esq.,
New York City.

Dear Sir:--

The writer has made arrangements to call at your Record Department on Fifth Avenue, on ~~Jan. 4th~~ Jan. 6th, 1915, and make test record of his voice. I am leaving Boston today, and shall remain in New York until Jan. 6th, 1915. Monday, I have appointment with Mr. Jell, Chairman Record Committee, Columbia Graphophone Company, at which time I shall make test record for his consideration.

I do not wish to seem at all presumptuous in thus addressing you, nor do I in any way question the thorough inspection of each so called, "test record." However, I can peculiarly appreciate that you are overwhelmed with talent, and many test records result. It must, in the common event of things, be impossible to give time to inspection of each record. It is for THIS reason that I address you, asking that you cognize my most paramount desire to be placed upon the corps of Edison talent. My professional work has embraced rendition of sentimental and regtime songs, and song-recitations entirely.

In case, you give my test record personal attention, and in case I am accepted, let me make mention of any monetary recompense, by stating that your offer is my acceptance. I state this to inculcate upon your mind that I know all Edison products, occupy the very pinnacle of perfection, and THAT is why I want to locate with the Edison Company; and in the beginning am willing to accept small monetary gain.

My age is 26 years, am a refined, sagacious American. I possess legal education obtained in Boston University School of Law. Personality is very good, best parentage, son of deceased clergyman. The propitious manipulation of every minute detail is my forte. I can afford excellent personal references, my social

*Say that I suspect a
pass every second of his
don't pass I will be the
man to jump on*

S

John B. Cassidy
Health Rider

Boston Lodge, Number Ten

B. S. McCarron
Serving

Benevolent and Protective Order of Elks

10 Somerset Street

Boston

-2-

standing is of the best. Am a member of Boston Lodge, number ten, B. P. O. Elks, and also an active member of their infallible Visiting Committee.

I want to thank you for your very kind attention, and in closing state that you will ever find me willing, ready, and "on the spot." I am a hard worker, and determined to succeed.

Yours very respectfully,

Richard O. Danforth.

After Wed. — 154 Rosseter Street,
at home ———— Dorchester, Mass.

P. S. I shall render for test record, novelty song entitled:-- "OH MY LOVE," *etal.*

Tell Murray. We will record on disc
anything he wants, if he can wait a
couple of weeks he can come over to
Orange & we will experiment & as to get

December 31, 1914.

Mr. Meadowcroft:-

his record right — Edison
Mr. Murray, Vice President of the New
York Edison Company, is very desirous of making one
or two disc records, for his own personal use, at his
own. He has called me up, and asked if it could be
arranged so that he can go to Walter Miller's Studio,
and make such record, from which, subsequently, mould
could be made, and later a record printed therefrom.
The New York Edison people would be willing to defray
the cost of such record or records.

I told Mr. Murray that at the present
time, we are so rushed that we could not very well
see our way clear toward doing this, and would also
have to put the matter up to Mr. Edison.

Will you, therefore, kindly put this
matter up to Mr. Edison, and let me know his ruling,
so that I may intelligently advise Mr. Murray?

Thank you.

ALBERT.

Incidentally, it might be of interest to you to know
that Mr. Murray has tried recording with the Edison
Cylinder Recording Outfit, but his efforts were negative.

617

THE WESTERN UNION TELEGRAPH COMPANY

25,000 OFFICES IN AMERICA INCORPORATED CABLE SERVICE TO ALL THE WORLD
 ROBERT C. CLOWRY, PRESIDENT SELDVIERE BROOKS, GENERAL MANAGER

RECEIVER'S NO.	TIME FILED	CHECK
NIGHT LETTER		
SEND the following message subject to the terms on back hereof, which are hereby agreed to:		
		December 31, 1914. 191
To (Sent to all jobbers, both Disk and Cylinder)		
<i>copy to Mr. Wilson</i> At 8:30 P. M. December 31, 1914, we turned out finished Blue Amberol records at the old stand which was practically wiped out by fire on night of December 9th. Getting back in the ring in twenty-two days is going some. A Happy and Prosperous New Year to you all.		
CHW/iww (Chg. Inc)		EDISON AND WILSON.

*Mr. Wilson later
 instructed that this
 be sent "night letter"*
Daw

MEADOW CROFT
MEADOW CROFT

H&B

Regarding records
please address me
at Orange instead of
Walter Miller ny -

4 Records ~~go to~~ will
be shipped to Pacific
Coast 5th Dec. ~~the~~
among which are
2 Accordion tunes
2 Plans ^{tunes}

will put horns on soon
2

H&B

Anna Case Eighty one twenty

Mould want had have

fixed hope to ship you

all you want Saturday

December 5th -

Edison

Edison General File Series
1914. Phonograph – General (E-14-69)
Undated, ca. 1914

Hallowell

~~Duck~~

Does Boyd Carry an
instrument /

}

Has the preparation I
suggested to Maxwell
that we offer the 50x50
jackets to pay freight & Carriage
on a machine for their
travellers be made to the
jackets - Please give me a list
of jackets that work sorry - those that
don't why they don't - E


Hays - Pick out of the
passed record book
back a year for last
afterwards I regretted
for time when time was
originally marked
good in time book

2414 is one who is byline
another & there are several
more —

Hayes -

Get all the records
& let me hear them
& hereafter I will pass
them same as discs

get those Hutch
heaved



Hayari-

Voice Trials from Discant

Bernardo II Muro

Same type of timbre as Jaume
Bonci & Anselmi; has tremolo
like Anselmi - is as good singer
as Bonci & perhaps better.

His specific tenor high note is
quite low in volume to the other
notes, but well known.

WZ can use him in Duets in
Milan —

Augusto Scampini -

Voice not describable for us

Maria Barrientos.

Coloratura,

light voice, very good interpretation
voice not nearly as pure as

Teleaginis. She is in class ~~the~~

2. Would like her but at
no fancy prices —

Mrs. Lopez Nunes

Mozzo

Big tremolo small volume

Not even a Solo.

Mrs. Elena Ruozkowaka.

Voice terrible tremolo in certain
parts clear in others — not good for us

Tune, Mark it Good

Foga del Destino

"La Vergine degli angeli"

Mazzarelli de Angelis —
Not wanted,

Show Barents' Criticism
to W. Miller & ask if his negotiations
progressing —

Σ

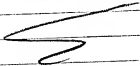
Luhre -

Nicolai claims can get
new rim order on #80 & 60
without changing ivory -

I mean last model -

See if you can do it using
exactly same ~~same~~ part
as in #250 - & what
change if any required

I understand New #80
Motor not being used yet
& may be time to change



Maxwell—

Here is a case where

our Man probably
should go into the
town & work up

some public

Demonstrations 3 or

4 of them & wake
the people up.

B

(1914)

Stevens

MEADOW CROFT.

Those marked



Were sent to Stevens

of J P Morgan -

I shall want to send

him some more

& don't want to duplicate

so keep this



MEADOW CROFT.

This is the schedule of
production of Phonos at
Worke - They assure me
that they are & can do it,
Please obtain each week
if these have actually been
wfd tested & are ready
for shipment

Eden

MEADOW CROFT.

MEADOW CROFT.
MEADOW CROFT.

Day too much
Congested at factory
to take up the
matter at present



$$2158 \overline{) 7320} \begin{matrix} 33 \\ 0 \end{matrix}$$

$$\begin{array}{r} 6474 \\ \hline 8462 \end{array}$$

$$2577 \overline{) 8590} \begin{matrix} 33 \\ 0 \end{matrix}$$

$$\begin{array}{r} 7731 \\ \hline 8590 \end{array}$$

Nehr

Wirth-

~~Warner~~

~~Hays~~

Same old story - Hereafter
there no records or refs
any not passed by
me the same as I pass

Discs -

~~file~~

Return to TAG

Hearers note that we
want. Tacea la Nete Placide

+ Sighani + Amb Nati by
other singers some dec
hence put in back of
tunes & marks not in
Catalogue

Manz

<

Plase

5861 Vic

Music on Vic better
than ours if it were to be played
on ours, Ours is dead +
not mellow, ^{not enough} Best music on
Vic is too loud + ^{dissonant} ~~is too loud~~
~~is too loud~~, ^{overly} ~~is too loud~~ the
Vic Choir

17650A Vic

Marlon Harvey
pretty good singer -
Baritone, perfect
ceremonials file

VIC 17654 -
George Wilton Ballard
Tenn -
good price -

Y Travata Brundisi Libiam - nei -

Beddoz & Anna Case

"I'll take you home Ruthless"
Ok for Disc -
another Tenor -

Note why cant we use
Oakland in Chorus
as high Tenor -
alone I don't want him
2

good 16778-a - Frank Stanley-

X
fair to good - 17658-

This will do 17258^{Vic} - Don't use Organ, but best
No 1 accompt with instruments acc
slightly - don't use but 4 voices -
X preferable 3 of best singers
No 2 17258 - This will do - but mellow
it - don't get it sharp & raspy
like this - work in Saxophones

Vic 17259^A
Masonic Dir No 3 - Behold How good -
Use this - Vic horrible sharp
get sweet accompt -

X
Masonic 1st Dir - 1704 oblique
B -
5 light in the beginning
Don't use Organ or more than
3 voices if possible -
This 17259 is horrible
stuff - on Vic

Vic Rec 35317-A+B-

If we could get permission
of Ehlers to have read his address
~~by~~ of Humphries - could
put this on -

Vic 5614 - ~~is it~~ Let Bag Let
@my this = think it will
paf -

E Record -

~~22111~~

XV 22111 Fair good if you can do it,

XV 22102 good -

XV 22139 = good - Never have I heard 2 voices go so perfectly together - put these 2 in singers book as perfectly singing in unison without a flaw - They do not have Mellow voices but for Cabaret songs are perfect, (12) these type of songs -

XV 22130 - good -

Put in Talent book - Jose' Rocabrana (Mexico City) one of best Violinist -

XV 22137 - Fair fair to good -

XV 22123 - fair to good -

XV 22070 - fair to good for some day

XV 22052 - good - we have the song as quartette

XV 22030 Alto Saxophone - fair to good

X ✓ 22083 fair -
X ✓ 22082 fair to good
X ✓ 22100 fair -
X ✓ 22050 fair -

B

Opera. | Tenor
 | Soprano
 | Contralto
 | Coloratura
 | Baritone etc

file in
 E

5

Heart song type, ~~band~~
 2 Contralto no choir
 3 Soprano
 3 Soprano with Choir
 5 Negro " "
 2 Contralto " "
 5 Tenor no choir
 3 " with Choir
 3 Baritone without choir
 3 " with choir
 4 Duets

70
 Records
 65 Discs
 of big songs

On 2 negro
 3 Comic
 1 Xylo
 3 Violin
 2 Cello
 2 Special melodic solo
 3 Flute & Cello & Violin
 4 Brass
 6 Reed
 4 String
 4 Dance.

Only Choruses - Test for quality

Robins nest again Not very good

Killarney Soprano predominates in volume entirely too much.

Lady Lou Fair. pretty well balanced just about right, high Soprano stands out clear but not too much, Killarney entirely too much,

Some Day Fair - fairly balanced Soprano just a little too loud.

Kiss Waltz Not good. sharp guttural male ~~voices~~ voices resembling noise, over which you hear a Soprano

Silver Threads A + Gold Tenor + soprano balanced just right as to volume - fair to good, its Mellow chorus, not sharp.

Chorus ² Test

Afterwards Fair, but tenor predominates
to much in volume.

Little Child shall lead them Only hear tenor & Soprano

For You Fair. There is a sharp voice in
chorus that destroys mellowness. This is Anthony
on his middle register.

Italian Street Song - Not good, Sharp.

Funicula-Funculi - Chorus sharp
interferences

Old Ry Home Fair

Loose & the Bird Fair, some interferences

Promae me Fair to good.

3

Chorus Test.

Carry me back to old Va. Fair to good
fairly balanced, except Chalmers predominates
a little too much in Chorus.

We have no one to care for us now Fair
Soprano predominates a little,

Birds on Wing - Not good, sharp.

Silent Night - Fair to good, Soprano
& Tenor nicely balanced as to volume
well balanced as to 3.

Free as a Bird - Good - Chalmers
predominates a little too much, if less it
would be perfect.

Sweet Bye & Bye Fair to good, but
Chalmers predominates when he comes in.

4 Chorus Tests

Wont you write a letter - Chorus not
good - Sharp, coarse, appears to
be too many voices,

Just before Battle Hymn

Should there not be a soprano in this
Cant hear any to speak of. Rather
coarse chorus,

1394-1 who is Sylvia (Doreen)-
2675-e who is Sylvia (Kiwan)-

Me Passed- "Enjoyable"- Heart song Book
Chapple p. 220

2414-c- I want ye - (Mazurka by Verdi)
Marcus Kellerman-

Passed- "Good" - Played piano & violin
NQ - some mistakes in rendering A. 1 p. 33
never passed it - Rejected -

2659-c If thou didst love me not (Hav. Larson)
when sung with lower staff & accompaniment on piano
as written in Chapple's Heart song book it's good
Passed- "Good" Played piano & violin

SONE # 436 by L. JENIA
as accompanied & sung by Larson the no good
shape & music had & unapproachable

2615- Beautiful Isle of the sea (Kiwan)
wants Soprano -
Passed "Enjoyable" Heart song book
Chapple p. 224

2076-1 Let me dream again (Hence) p. 100
Brown Duet not good - Don't see how
to pass it -
Passed "Enjoyable" Heart song book
Chapple -

Rejected, its slower than written
the instruction dead - fish - maggots like spiders
tubers to near want - Sept 1942 like Cannonels
sounds of horse butt on Dues no good, late over
4407-1 This is thy nuptial chamber

This is thy nuptial chamber

~~1949~~ ~~Contract was for 1000~~ 87
Passed "Good"

~~Handwritten notes and scribbles, including "sung by Mrs. Ingrid May" and "Sound of water glass" with a drawing of a glass.~~

2137-1

Sing Reported - Take it over like Cylinder but Dance
passed "Enigma" heard cylinder heard

The record of this is dead ^{running} ~~trailing~~
The old cylinder revision is very good ^{even} when
allowed down to 82 Revolutions. Evidently
arrangement of instruments in D is wrong ^{it} has
killed the pump.
Sondicator (Sond)

The old cylinder revision is very good even though
allowed down to 80 Revolutions. Evidently
arrangement of instruments in Dred is wrong & has
ruined the pump. Brass -
Sondabotom

passed "Enjoyable" heard cylinder, made
p. 4 ~~1880~~ -

Excessive Claimant & ~~Swamp~~ - 6085-4K
Think - Rejected -

Venetian Love Song
- Orchestra -

passed "Kook" Wilson & Rainey from my

Helma's List

- | | | | |
|-----|---|-----------------------------|--|
| x 1 | Air de Didon (Chers Eryiens) | <u>Les Crovrens</u> | Berlioz <i>fair to good</i> |
| x 2 | " " " (Je vais mourir) | " | " |
| x 3 | " " Cassandre (Malheureux Roi) | <u>Prise de Crois</u> | <i>fair to good</i> |
| x 4 | " des larmes | <u>Werther</u> | Masseret <i>good, fair short</i> |
| x 5 | " " lettres | " | " <i>Prilly good but probably done</i> |
| x 6 | Imprécations à la guerre. Attaque du Moulin | Bruneau | <i>no good</i> |
| x 7 | Air de Marianne | <u>L'Ouragan</u> | " |
| 8 | Printemps qui commence | <u>Samson & Dalila</u> | St. Saens <i>Beautiful</i> |
| 9 | Mon coeur s'ouvre à ta voix | " | <i>Very beautiful</i> |
| 10 | A! mon Fernand | <u>La Favorite</u> | Donizetti <i>good</i> |
| 11 | L'amour est enfant de Bohème | <u>Carmen</u> | Bizet <i>fair to good</i> |
| 12 | Air des cartes <i>les have</i> <u>Bret des Contes</u> | " | <i>fair to good</i> |
| 13 | Sur les ramparts de Séville | " | <i>fair to good</i> |
| x14 | Viens avec nous petit | <u>La Vivandiere</u> | Godard <i>no good</i> |
| x15 | Hymne à la Liberté | <i>no good</i> | <i>no good</i> |
| 16 | J'ai perdu mon Eurydice | <u>Orpheé</u> | Gluck <i>only fair</i> |
| 17 | Objet de mon amour | " | " |
| 18 | Ahl mon fils | <u>Le Prophete</u> | Meyerbeer <i>good</i> |
| 19 | Air de la Prison <i>havent got it</i> | <i>"Omg firs immortal"</i> | <i>if this is it, it's good</i> |
| 20 | Stances <i>Michaux</i> | <u>Sapho</u> | Gounod <i>✓</i> |
| 21 | Hymne au Soleil | <u>Miarka</u> | Alexandre Georges <i>no good</i> |
| 22 | Prière | <u>La Casca</u> | Puccini <i>no good</i> |
| 23 | Vous le savez ma Mère | <u>Cavalleria Rusticana</u> | Mascagni <i>fair</i> |
| 24 | Frappe, frappe (air de Zerline) | <u>Don Juan</u> | Mozart <i>✓</i> |
| 25 | Grand air de Margaret | <u>Roi d'Yo.</u> | Lalo <i>✓</i> |
| 26 | Prière | <u>La Givoonda</u> | Ponchielli <i>✓</i> |

Vote di dona

Chide oh Chide me, Mozart

La Gioconda

no good

we have " Plus grand, dans son abscence " films in
PAGE2 right time its only if air

27 Air de la	Reine de Saba	Gounod ✓
28 " " Marguerite	Domination de Faust	Berlioz <i>fair</i>
29 Air de Méala	Paul & Virginie	Masé <i>good for this right time</i> <i>over " parmi les fleurs " "</i>
30 Ave Maria	Gounod ✓	<i>is this the right time</i>
31 Roi des Aulnes	Schubert ✓ <i>good</i>	<i>called Ave Maria</i>
32 Les Enfants	Massenet ✓	<i>Hymn of the Jungfrau</i>
33 Les Berceaux	Gabl. Pauré ✓ <i>not good</i>	<i>nearly good</i>
34 In questa tomba oscura	Beethoven. ✓	<i>fair to good, but too short</i>
35 Priere	"	

(Les morceaux marqués d'une croix x ont été créés par
Madam Delna, à l'Opera-Comique et à l'Opera).

Classified Telephone Directory

Washington D.C.	San Fran
Baltimore	Oakland
Phila	Los Angeles
Pittsburgh	" "
N.Y.	" "
Boston	
✓ Providence	✓ Toledo
✓ Albany	✓ Cleveland
✓ Troy	✓ Montreal
	✓ Toronto
✓ Buffalo	
✓ Detroit	✓ Hartford Conn
✓ Chicago	✓ New Haven Conn
✓ St Louis	✓ Worcester Mass
✓ Indianapolis	
✓ Cincinnati	
✓ Minneapolis	✓ Columbus
✓ St Paul	✓ Dayton
✓ Denver	✓ Louisville
	✓ Nashville

Don't
Total 12084

They have

Brooklyn	1.00	✓
Albany	— 50 cents	✓
Buffalo	— 1.00	✓
Chicago	1.50	✓
Cincinnati	1.00	✓
Milwaukee	1.00	✓
Providence	1.00	✓
Rochester	.50	✓
Troy	.50	✓
	<u>\$ 8.00</u>	

NY City —

900	Restaurants
7	Pic Nic Grounds
450	Clubs.
800	Associations
120	Halls
125	Churches organizations
175	Churches.
700	Hotels
18	Armories
450	Schools various kind
2800	Saloons + Cafes
85	Phone dealers
200	Piano dealers
175	Banks - many have dining places
400	Insurance Cos " "

ny City -

G R Patterson, ^{Ramer} 19 W 125th St Disc Live wire

~~St~~ T J Evans (Breeding Pittsburg) Kansas
Back & delivery Disc wire -

A D Smith,

Pop 2275 New Hampton Iowa
Orders discs Carload lots - small
taken ' not the other man in Iowa that ordered Carload

George J Lenth.

Pop. 1181

Elkader Iowa
ordered disc Carload lots

[INCOMPLETE]

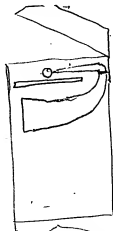
"Phon-Manuf."
2

(1914?)

time until the 20 have
Brown played then start
over again — set governor
at 160 Revolution +
change should it go to 170
Keep some speaker on
until Ed went tells you to
change —

Get that oil machine
are used to start with
+ then occasionally oil
up — say every 45 hours

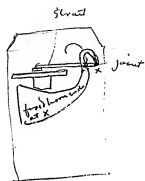
Note every defect



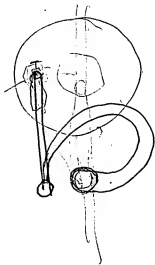
Vic

101

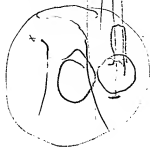
all open



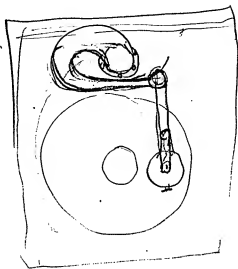
No 2



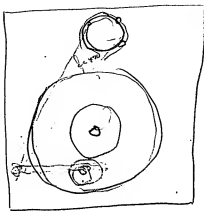
103



K04

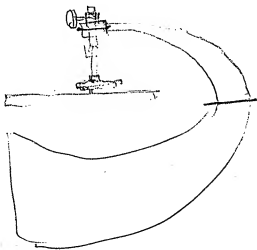


105



(1914)

No 7 file
Merrells



Hoyes

Mr Edison -

We made the National song "America", by 13 Band
on the 15th inst. It was an interesting record
to make because the tune is only 40 seconds long.
It was played through six times as follows:

- 1st time - Straight band, regular arrangement.
- 2^d " - Organ effect - in the treble (Reed)
- (x) 3^d " - Cornet and Trombone playing melody, with running
bass and continuous runs for clarionets.
- 4th " - Flengelhorn solo with harp accompaniment
- 5th " - Quartette - Soprano and Alto vociferous
bass clarinet and baritone.
- 6th " - Same as No 3(x) for strong finish

The above makes a Contrasting setting
hope each change turns our goods.

Oranthe

24th inst

Mr. Edison

Days
Type this & paste it up near
phone where you keep
records - Σ
Prelude, Interlude and Postlude

apply more correctly to Church music, but
if you wish to use these terms in your
Comments on our records they will convey to
us the following meaning:

Prelude -

That part of the record played by
the Orchestra, or any accompanist, which
precedes the beginning of the solo part,
whether it be a vocal number or an
instrumental solo.

Interlude -

Any part, or parts, played by
the Orchestra only, or accompanist only,
where the voice, or voices, or soloist is
silent. This refers to after the prelude
and before the postlude.

Postlude -

A part played by the Orchestra
or accompanist alone, after the conclusion
of the solo part.

- Over -

Accompaniment -

The instrumental part played during the singing, or during an instrumental solo performance not referred to before.

Obligato -

A concerted part accompanying the voice whether played by the Violin, flute or cello.

Cronchle

P.S.

If there be more than one interlude in a record definite reference may be made to any one of them by quoting a few words ahead of the interlude referred to.

Q

P.S.

"Introduction" and "End, Symph" (Symphony) are terms commonly used by us and will convey the same meaning as Prelude and Postlude respectively.

Q

Mr. Edison:

Noted
Sally

1914
Phon.

I have gone carefully over all of Moore's Reports on surfaces of Master moulds and compared with my notes.

The notes I made in regard to wax chips mean nothing. They often come out with no repairs when I have seen the white masters covered with chips and dirt, and apparently clean masters often have several repairs evidently caused by chips.

The only plating defect noted is 2670-C "Moon Drops Low". This is the one I called to your attention the last night you were here, and obtained your permission to put there another master. There is a spongy spot on the music covering four lines. Several similar spots are under the label. I have seen nothing else like them.

There is a kind of fog which appears very slight to the eye, but shows a badly pitted surface under the microscope, while some fog seems very bad to the eye it scarcely effects the surface at all.

The egg shell appearance always means rough surface but it is sometimes very fine grain and deep, and in other cases very coarse grain and comparatively shallow, so it is very hard to get a quantitative estimate of what effect it will have on the sound.

I can see anything of this kind that will affect the surface at all appreciably. The masters with "bad egg shell" nearly always show run out as the egg shell is not uniform.

Some that I marked "egg shell" had "good surface" but none with "bad egg shell" had better than "fair surface".

In one case I noted "bad egg shell inside none outside" and Moore noted "very fine surface".

3.

I got the master mould and examined it under the microscope. Close ~~to~~ to the music there was no eg shell either inside or outside. The shaving was unusually smooth.

I believe that the difference between a "very fine surface" and a "good surface" is often caused by a roughly shaved blank. I believe the shaving knives should be made with a thinner edge and a better holder made to adjust them to position more accurately. I will get to work on some experiments with the shaving machine this week to see what I can do.

The following are gold plated masters:

1069-B - Seems that are brightest "good surface but full of fine cracks"

1277-B - Nocturne in E flat - "Surface good at start but loud at end many cracks 23 repairs"

All of the prints sent to you in Florida
thus far have been played here by Hayes
with the regular speakers.

I have now 18 bottles of good solution
in the Master Room and 16 O.K. in
the Submaster Room. If anything
should happen to queer the solution in
either room I could work the other
room at night and take care of
everything until we could get more
solution.

If anything should go wrong or
any doubtful conditions arise I
will stop plating the masters at once.

Very Respectfully,

W. W. Dinwiddie

Unimportant items.

You can thank the Good Lord that you are in Florida. Zero weather held out until Thursday, Friday, and Saturday were borrowed from May, but Sunday we had a wet snow 6 inches deep that broke down telephone and light wires and played havoc with trees. All along Valley Road water and slush were 6 to 8 inches deep on the sidewalks with some places three deep. This morning the slush is freezing and 8 inches more snow is on top of it. There is a high wind and still snowing very fast.

Every one is wearing out the red ties received Christmas.

Moore is growing a mustache.
When the weather moderates I will let the contractor for a hair cut.

~~THE EDISON~~ THE EDISON DICTATING MACHINE BY MR. HARRIS,

DURING THE DEMONSTRATIONS.

"REMARKS IN REFERENCE TO THE VICTOR IN COMPARISON
TO THE EDISON AT THE STATE TEACHERS CONVENTION."

"Say how ~~REMARKS BY THE TEACHERS~~ pay those fellows over there
for exhibiting that thing? It's money well invested,
certainly."

"Another gentlemen says, 'Why don't you kill it?'"

Another said it is certainly a great opportunity
for comparison, and the Victor is not in it with the Tone."

"They certainly make some noise over there. You
give us the music."

"Isn't it sweet."

Speaking of the Edison

Speaking of the Rosary, "I just love that song."
Isn't that tone beautiful?"

"Isn't that Solomon Heinok, singing the Rosary?
No that's Christine Miller," "Aren't there tones beautiful?"

"You've got some opposition over here." "Oh, no."

"I have a neighbor on one side with an Edison and
one on the other side bombarding me with a Victrola. There
is absolutely no comparison between the two machines.
Edison Tone is far superior."

"The Victrola has a RASPY, IRRITATING, sound
to me. There is none of that in the Edison."

"My isn't that awful? It's just Ear Splitting.
I wish they would shut that Victrola off."

"I am going to put some sand in that fellows
Motor if he don't shut up." I have got it all arranged
and ready to put in."

Victrola

"What's that a Victor over there?" By the
Holy Mud such a tone."

"I met you here last year and I have been
talking Edison ever since. It's got them all skinned on
Tone."

"I wish they would close that Victor off, it's
just Ear Splitting."

"This is the Edison? Isn't the tone beautiful?"
It's simply wonderful." I have never hear a more beautiful
tone."

"You know I would like to trade in our Victor
for an Edison but the School Board will not let the

#2

children raise any more money this winter and we can't get the funds."

"Come here and sit down with me." "We have a regular Musical Feast here in store." Mr. Harris, will play a few numbers on the Edison Diamond Disc. Aren't those tones wonderful?" I could sit here all day and listen to this beautiful music."

"Isn't that "Annie Laurie" perfectly beautiful?" "Won't you play it over again for me?"

"How distinct every note comes out, so clear and mellow and beautiful."

"How plain every word is." "We can understand every word of it." It is usually very difficult to understand the words on other machines."

"Yes we are thinking of getting a Machine for our school, and it will certainly be an Edison, as there is no comparison in tone."

"I never hear a more beautiful piano tone reproduced." (#80063)

HARGES & BUSH,
311 WALNUT, = DES MOINES

Mr Edison Messrs Craft
Say

Bancroft from
Tales of Hoffman in the
no supplement -

and also say Interview from
Hearst of the morning
plus been recognized
as of some value
to me

Interview "Evening
To a Wild Rose"

not passed, have for

no street address.
inside.

Hayes

Say the reason we did not continue with
the article mentioned is that ~~the~~
~~Sullivan~~ their reputation is due to
a combination of acting & singing & not
to acting. We have many records of
these articles that have not yet been
issued.

S

D
1914

Phon.

Meads - Mr. Ireton says that what we want
is the size of the next supplement & that I will
select this piece myself & the Committee
Mr. Edgerton hear & criticize & we will make

Mr. Ireton wants me to send him a list of all the
substitutions of criticism appear
selections that you have passed, and that have been paired
and priced, so as the record committee can select what pieces
they like for the next supplement. Is this right?

Your instructions to me was, to prepare such a list
when the committee called for same.

For the "good of the service", I think this should
be left to this department, as we know as well as the record
Committee, what the public likes., the last two supplements
we issued have been commended along the line-

Another thing, this will necessitate the committee
listening to all the records that you have passed and give them
the opportunity of throwing out records that they do not like.

This is the same committee that passes on the blue
amberol list, namely Mess. Ireton, Miller, Cronkhite, and
McChesney.

Hayes-

We take such a pride in our work that we hate to see this turned
over to this committee.

Johnnie listen to
Mr Edison once I shall hear
W.S.

The attached
is list of "Specials"
hired thru during your
absence.

A very good list
one that will satisfy the
jobbers for awhile

~~file~~ Selections marked
with x were passed by
you before you went away

Selections not marked
have come thru quickly

and so I passed them thru
so as to not hold up
list.

I have another list in
preparation.

Hayes

Analysis of Character of Records.
(117 in all)

Sentimental:

Vocal solos - 42%
" duetts - 7.7%
" quartettes - 1.7%
Bells 1.7%

Humorous:

Vocal Solos 10%
" Duets 17%
" Quartettes 4.3%
Band - (Song) 4.3%
" (medley) 1.7%

Band.

Waltzes 6%
Marches 1.7%

Violin

Waltz 1.7%

Records numbering 2 and over in List.

Catalogue No.	Title of Record	Quantity
29	A Singer sang a song. B. & Band Morton	2
1521	Last Rose of Summer. Mac Donough	2
2018	Holy City. Gillette	2
2229	Farmyard Medley - E. M. Quartette	2
7382	While the Leaves come drifting down. Harlan & Stanley	2
7659	Waltz from Faust - D'Almeida - Violin solo	2
8295	Marriage Bells - Rubsam	2
8468	There's a Mother always waiting for you at home. Harlan and Stanley	3
8531	Handful of earth from Mother's Grave. Thompson	3
8561	Down where the Suwannee flows. Harlan	3
8574	Bedeia Medley - E. M. Quartette	2
8736	Two Rubes at the Vaudeville - Harlan & Stanley	2
8740	American Students Waltzes. E. M. Band	2
8760	On Jersey Shore. March. E. C. Band	2
8878	The Darkie's Dream. E. M. Band	5
8891	Over the Waves. Waltz. E. M. Band	3
8958	In the shade of the old apple tree. Gillette	3
9009	Paddy's Day - Murray	2
9020	Tell me with your eyes. Bells	2
9064	Louis & Lena at Luna Park. Jones & Spencer	3
9066	Just across the bridge of gold. Harlan	2
9079	Chimmy & Maggie at the Hippodrome. Jones & Spencer	2

catalogue no.	Title of Record	Artist
9081	Killarney	Narelle 2
9158	Can't you see I'm lonely	Jones 2
9171	Somebody's Sweetheart I want to be	Harlan 2
9178	Miss Marie	Gillette 2
9193	Fol the Rol Lol Medley	E. M. Band 2
9224	Someone thinks of Someone	Gillette 2
9238	Sister	Stanley 3
9255	In the Golden Autumn Time	Harlan & Stanley 2
9344	Where the River Shannon flows	Mac Donough 2
9371	Love me and the World is Mine.	Anthony 2
9389	Not because your Hair is Curly	Mac Donough 3
9420	Two Little Sailor Boys	Harlan & Stanley 2
9454	Bonnie Jean	Harlan 2
9456	When Daddy sings the Little ones	Leartette 2
9466	Uncle Josh in a Chinese Laundry	Kiefe 2
9499	Bake dat Chicken Pic.	Collins & Harlan 3
9520	Ida Ho!	Billy Murray & Chorus #2.
9544	When you know you're not forgotten -	Stanley 2
9611	Every little bit added, &c.	Collins & Harlan 2
9614	She was a Grand Old Lady.	Haudenmeyer 2
9622	Red Wing	Potter & Chorus 2
9688	'Neath the old Cherry Tree, Sweet Marie.	Harlan 2
9720	Broncho Bob & his little Cheyenne.	Jones & Spencer 2
9728	When it's moonlight, Mary, Darling, 'neath the old Grape Arbor	Romaine 2
9767	August and Katharina	Jones & Spencer 2
9790	Flanagan's St. Patrick's Day.	Porter 2

Catalogue No.	Title of Record	Length
10080	Now I have to call him Father. Jones	2
10082	Bowery Flirtation Jones & Spencer	2
10122	Make a noise like a hoop & roll away. Collins & Harlow	2
10188	Marsovia Waltz - U. S. Marine Band	2

Mr Edison -

Let me implore you to consider carefully the advisability of making cylinder records from the disc.

The last releases, just received, contain some that are pretty punk. The soprano voice is especially rotten.

Mrs Hutchinson is rather partial to the Blue Amber C, as a rule, but she scowled up her face and "baw" it over the room when I tested records last night. Wanted to know what had happened to the recording.

I got at Kennedy up to the house to listen and he agrees with me that some are very bad.

The Blue Anchor is going to
virtually re-ignite from the
advertising side, if it is
given a fair chance, but I
feel this new departure will
do it harm. I don't think the
process is sufficiently perfected
to warrant commercial use
as yet.

There are some here who
endorse anything they think for
our anxious to get through,
but I am not among the number.
If I see danger ahead, I see
it now.

Hutch

Murderin

Good material for
Disc Record.

I will send these
down of you want
to hear them.

Determined by testing
March Blue Ambrose.

#2257 "Ring On Sweet Bells"

Vernon Archibald-Baratone

Royal Fish - Tenor.

This is quite a sweet tune &
pretty well rendered.

2269. "The Song of Steel".

Donald Chambers.

This tune might do for disc
but Chambers should use a
real anvil instead of a
piece of structural steel
or cast iron he uses to
imitate an anvil.

2263 -

Peg o' my heart
Violin - (Salvatore)

This is certainly good
enough for disc.

Beautiful Selection
Well rendered.

2252 -

Favorite airs from
"The mascot."

This might be OK for
disc.

2282 -

2283

Songs of Scotland
Parts 1 + 2

These two records are
well worth reproducing in
disc.

The two can be cut
to make one good
full 10" record.

2284 -

Scots wha hae wi Wallace
Bled. (Harold Jarvis.)

Senor.

I don't think much of the tune
but Jarvis is pretty good in
Scotch dialect. Enunciates
splendidly. Might try
him on a disc for expt.

(2)

3287- "O Canada" -

Gillette & Duran.

For export to Canada, if we
ever have such a market
for disc in quantity, this
recording will take.

#2288

Bonnie Sundez

Marie Narelle.

She sings very sweetly in
this selection + may do for
disc. Voice a little "throaty"
may be due to recording.

M Edison

2302. "When the Maple Leaves
were falling", sung by
Clark & Randolph
may be good enough
for disc.

MAN

2308—
"Going Back to Arkansas"
(Golden & Hughes)

This is one of the best of
its kind I have heard of
lately.

If there is a market
for this kind of stuff in
D.C., I recommend
this one.

—MCK

ME

2325

Fourth of July Patrol.
(Band)

Disc?

I think it would take

ME

me

#2329

Saw this good enough
for DISC²

MARK

1337 — me

"The wedding of the
Rose September 1890."

This time is good
enough for the disc
I think.

me

mez

For dancing the
new maxixe,

2340, "Sans Souci-
maxixe" — is good.

Disc 7

Worm

ME

2343

"Passing of Salome,"

Hesitation Waltz

is OK for disc. It

is weird & Oriental &
would reproduce well
on disc.

~~MRN~~

me

#2348

Disc?

Wawa

D
1914 Phen. - Record -
Manuf.

Washing Penta Chloro Phenol
Melt punta and add 3% Hydrochloric acid, and
wash through 10 to 15 waters.

Regular Varnish.

{	5	gms Phenol
	2	" Paraphenylenediamine
	7.9	" $\frac{1}{4}$
	4	" Penta Chloro Phenol. - That has been washed.
	145	" Denatured Alcohol.

Mix the above thoroughly together, and filter through
filter press, then dissolve
100 gms - Phenol resin in same, and filter
through linen.

The Paraphenylenediamine is bought in lumps and
has to be ground, we grind about 100 lbs per hr.
20 ft 106" for grinding error -

The $\frac{1}{4}$ is dried in oven for 10 hrs. to take out
all moisture.

All Phenol we receive in crystals and has to
be melted before we can use it.

about 2.00 per gal. for 4 in. 75 pieces to the gal
2 pieces to the record

(1)

Phenol Resen

1050

lbs. Phenol

609

" Formaldehyde

18 hrs. to make run, yielding about 900 lbs. of Resen.
after resen is cooled, it is ground at the rate of
100 lbs. per hour.

Req powder for Commercial blanks.

Slight of Blank 350 gms.

100 lbs. Wood flour. } mixed together for 10 min in dough mixer.

2 " Lamp Black.

25 " Phenol. resen. containing 15% Free Phenol.

472 gms.

$\frac{1}{4}$

75 lbs

Denatured Alcohol.

Dissolve resen $\frac{1}{4}$ into alcohol, and mix with wood,
and lamp black for 20 minutes. Then empty mixer into
hoppers, and let stand for 2 to 3 hrs. Then pass and
dry in Vacuum dryer from $2\frac{1}{2}$ to 3 hrs. This powder
is then ground at the rate of 80 lbs per hour, it is
then conveyed to hoppers, by means of screw conveyor.
It is then weighed 350 gms in sack pan, and carried
to the presses, it is then put in loading machine and
packed in moulds, then put in Hydraulic press, (12 in each
press), and given with steam on full 3 min contact 7 min
pressure and cooled for 7 min. Each press will turn
out 360 blanks per day of 10 hrs. The blanks are then
put in racks and put on trucks, which are run in
ovens and baked for $\frac{1}{2}$ hour at 220°F . They are

Wrong

These lines are wrong
100 lbs Resen must be
dissolved in 450 lbs
of Alcohol
to 145 lbs

(2)

Run taken out and cooled, and reamed at the rate of 500 per hour. Then edged 150 per hour. The blanks are then delivered to Mr. Moore on 4th floor of Bldg # 24 for inspection.

Label powder and moulding.

- 100 lbs. Wood flour
- 2 1/2 " Lamp Black.
- 100 " Phenol Resin
- 100 " Denatured Alcohol
- 10 " 6/4.

Mix and dry same as regular powder.
Fill mould with powder, and press with full steam
on for 10 minutes, and cool for 6 min. These
blanks are then ready for delivery to Mr. Limes.

Sizing Varnish for cheese cloth that
is used to smelt Celluloid to Sub Master Blank.

- 100 gms Phenol Resin
- 7.5 " 6/4
- 500 " Denatured Alcohol.

Dissolve resin & 6/4 in alcohol, and dip cheese
cloth (Emu Lake brand) in varnish, and run through
ringer, hang in oven and bake for 1 hour, it is
then ready for delivery to Mr. Limes.

Sub Master Blanks.

100 lbs. Wood flour
2 1/2 " Lamp Black
100 lbs. Phenol resin
100 " denatured Alcohol

Mix and dry same as regular powder.
Fill powder mould with powder - strike of level,
and pack with air bag, then fill again and pack,
put in Hydraulic press (5 press each round) and
press 10 min with full steam, and cool for 5
minutes. Then put two of these blanks together
in mould with perforated copper (height of copper
15 gms.) and press (8 in press) with full steam
13 min, and cool for 12 min. These blanks
are then ready for delivery to Mr. Limer.

Drying Powder: all powder.

4 Men 12 hrs to pan, dry and untraded dry (3360 lbs powder)
at .20¢ per hour each.

Grinding Powder all powder.

1 Man 7 hours to empty pans and hrist 3360 lbs powder
to platform and deliver to grinders. at .20¢ per hour.

1 Man $3\frac{1}{4}$ hour to grind 100 lbs powder at 20¢ " " .

Filling hoppers & attending magnets

1 Man 10 hour for all blanks made in that time @ 20¢ per hr.

Heighing powder and delivering to presses

4 Men 10 hours for all blanks made on 20 presses for that
time at .20¢ per hour each

Moulding blanks.

in December

2 Men 10 hrs to mould 360 blanks at .20¢ per hour each

1 Man 10 hrs to " 324 " " .20¢ " " at present

Baking Blanks.

1 Man 10 hour to take all blanks moulded in 20 presses
at .20¢ per hour.

Reaming Blanks.

1 Man 1 hour to ream 560 blanks at 20¢ per hour

Washing Penta Chloro Phenol

1 Man 20 hours to wash 400 lbs. @ .20¢ per hour.

Grinding Paraphenylenediamine

1 Man 1 hour to grind 100 lbs @ .20¢ per hour

Drying $\frac{6}{4}$

1 Man 2 hours to load and unload pans at .20¢ per hour

Making Varnish.

1 Man 10 hrs to make 100 gals at .20¢ per hour

Drilling Phenol

1 Man 1 hour to brist cans to tank platforms and open them @ .20¢ per hr.

Making Resin

1 Man 18 hours to make 1900-lbs of resin at .20¢ per hour.

Grinding Resin

1 Man 1 hour to grind 200 lbs at .20¢ per hour

Mixing resin and alcohol for all powder

1 Man 1 hour to load and unload mixer @ .20¢ per hour

Mixing Powder all powder

1 Man 1 hour to mix 125 lbs. powder @ .20¢ per hour

Edging Blanks.

1 Man 10 hrs to edge 1500 blanks at .20¢ per hour.

Storing and delivering Blanks and Varnish

to 4th floor Bldg #24

1 Man 1 hour for all blanks & varnish made night & day at .20¢ per hour.

Moulding Lat Master Blanks.

2 Men 10 hours to mould 1000 blanks complete at .20¢ per hr. each.

Moulding Latel Blanks.

1 Man 10 hours to mould 150 blanks at .20¢ per hour.

Making Master Slap.

1 Man 6 hours to make 1040 lbs Slap at .20¢ per hour.

4 Men 1 hour " empty kettle filter and deliver to moulding room at 20¢ per hour each.

Moulding Master wax.

1 Man 12 hours to mould 180 blanks at .20¢ per hour.

TALLY SHEET

DISC RECORD DELIVERIES

DATE

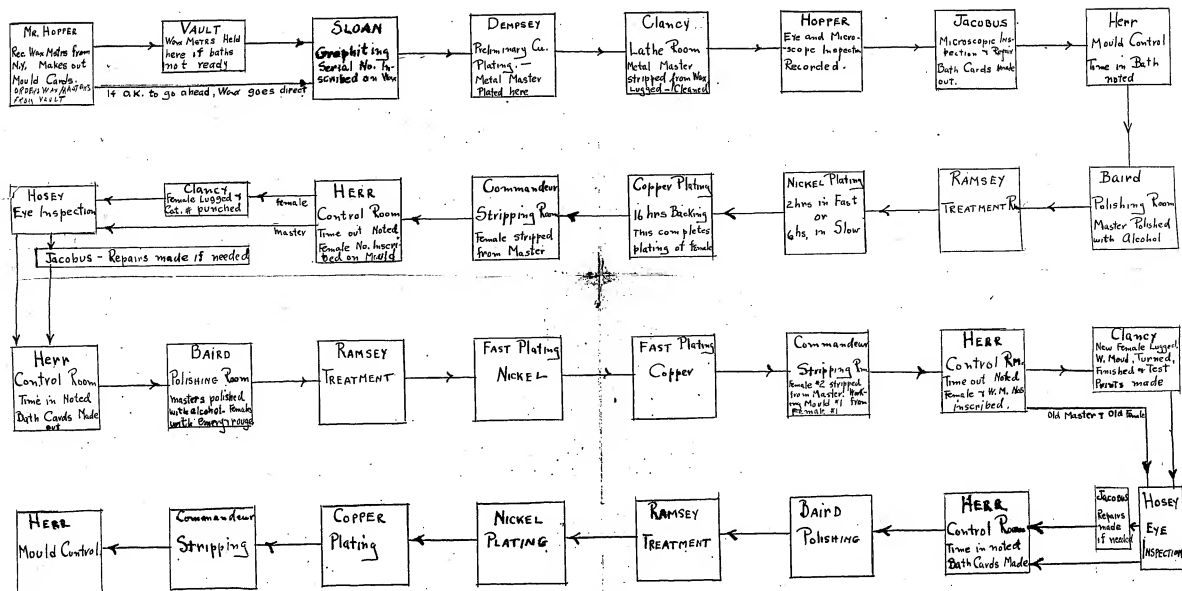
MOULD PLATING DEPT

Chart of Mould progress

MOULD PLATING DEPT.

ROUTING OF MOULD THRU PLATING PROCESS FROM WAX MASTER TO FINISHED WORKING MOULD:

MANAGER - N. S. FOLSON



**Edison General File Series
1914. Phonograph - General (E-14-69)
Thomas A. Edison, Inc.
Amusement Phonograph Committee Minutes**

Mr. Edison *244*
Minutes of the 49th Meeting
of the
Amusement Phonograph Committee
Held January 2, 1914
at 10:00 A. M.

In the Executive Committee Room.

Present: Messrs. L. C. McChesney, Ireton and Maxwell. Mr. Hallowell present part of the time. Absent: Messrs. Stevens, Dolbeer, Hird and Mohr.

Mr. Ireton brought up the question of appointing a new jobber in Maine in view of the unsatisfactory representation that is now being given up by the present jobbing concern. He also referred to a letter from the Thebes Piano Company of St. Louis who evidently desire to become jobbers. They are at present Class A dealers. Mr. Maxwell stated that for the immediate present he thought it unwise to make any new jobbing agreements because the decision in the Waltham Watch case will probably necessitate our dealing with jobbers on a somewhat different basis than at present, and it will be several days before the plan is worked out and a new jobber's agreement drafted.

With reference to the connection for the attachment permitting lateral cut records to be played on the Edison Disc Phonograph, Mr. Maxwell stated that Mr. Edison does not desire this connection put out at present. Mr. Edison wants us to be in readiness to put out the connection and a reproducer if it should later seem expedient, but to withhold all announcements for the present.

Mr. Hallowell was called into consultation, and there followed an extended discussion of the best way to use the proposed local advertising in various cities as a leverage in getting additional dealers where they are required.

Mr. Maxwell stated that he is in communication with the jobbers in regard to local advertising campaigns in the several towns indicated by Mr. Edison where we have a number of dealers. In some of these towns the representation is not sufficient, and the jobbers will be required to get additional dealers before the advertising starts. Mr. Maxwell gave Mr. Hallowell a list of towns where Mr. Edison has expressed his willingness to make one insertion in each of the principal papers of the announcement ad which was used in New York, also one insertion of the second advertisement that is shortly to appear in the New York papers. This list of towns includes some where we have no disc representation, and Mr. Edison is of course unwilling to do this advertisement, and Mr. Edison is of course unwilling to do this advertisement, and Mr. Edison is of course unwilling to do this advertisement, and Mr. Edison is of course unwilling to do this advertisement, and Mr. Edison is of course unwilling to do this advertisement. Mr. Hallowell will instruct the traveling men who go to these towns that they may state to prospective dealers that it is our intention to run these announcement advertisements as soon

as we have what we regard as adequate representation. Mr. Maxwell explained the idea of running the names of dealers in nearby towns as, for example, advertising in the Worcester papers could include the names of dealers at Fitchburg, Leominster and other cities inside of the Worcester zone. Mr. Ireton will go to New Orleans, Birmingham and Atlanta about the fifteenth of this month, and when satisfactory representation is obtained at those places, the announcement advertising will be run at New Orleans and Atlanta. Mr. Maxwell will go to Philadelphia and also to Detroit, as he is obliged to go to Chicago this month. There likewise, when satisfactory representation has been obtained, the announcement advertising will be run.

W. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Edison

Minutes of the 50th Meeting
of the
Amusement Phonograph Committee
Held January 8, 1914
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Nehr, Hird, L. C. McCasney, Wilson and Maxwell.
Absent: Messrs. Stevens, Dolbeer, Hollowell and Irton. Mr.
Millar called into consultation.

Mr. Nehr inquired whether he is authorized to scrap wax 2-minute foreign molds of which we have no specials. Mr. Millar was called into consultation, and after discussion it was decided that those molds should be scrapped - and that all 2-minute wax molds except Kimball's and the I.C.S. be scrapped. The Mexican 2-minute list has already been made over on the Blue Amberol.

Mr. Maxwell brought up Mr. Wilson memorandum concerning the change in the Amberola X, and there ensued a discussion of how to handle this change as far as notifying the trade, etc. is concerned. Mr. Leeming stated that the Amberola X with the Fireside mechanism will be ready for the trade in quantities by the 15th of March. Mr. Wilson stated that we have about 1800 of the present style coming through the shop. He thought this would probably take care of the demand between now and the 15th of March unless Babson Bros. put in a large order, in which event we could probably supply them with the new style. Mr. Leeming was of the opinion that to avoid difficulties with the trade and reduce as far as possible the demand for return privilege on the present Amberola X, we ought to allow a gap of about a month to elapse before we commence to ship out the new style. This idea was thought well of by the Committee and will be further discussed.

Mr. Baldwin appeared at the meeting and inquired whether it is desired to send samples of the folk dance records to jobbers. It was thought by the Committee to be advisable to do so, but on Pommer's standing order of 200 of each selection we will, of course, not give him any of these folk dance records. Mr. Baldwin will have the sales department write Mr. Pommer explaining that none of the folk dance records are being shipped on his standing order. Mr. Baldwin inquired about sending samples of the folk dance records to the traveling salesmen and it was decided to do so. Mr. Hollowell will write a letter to the salesmen explaining about the folk dance records and informing them under whose supervision they were prepared. He will consult Mr. L. C. McCasney in regard to this.

Mr. Maxwell brought up the inquiry of Walter Kipp about what arrangement we intend to make for the return of disc records of the old matchings. Mr. Hird stated that these old matchings contain some selections that are not at present available

in the new matchings. Mr. Wilson thought that this should be brought to Mr. Kipp's attention. Mr. Maxwell asked Mr. Hird to furnish a list of such selections in order that he may refer to them in writing Mr. Kipp. Mr. Maxwell asked the Committee whether it might not be a good idea for us to approach some of the dealers with whom we are dealing direct and see if we cannot get them to furnish an outlet for the old matchings. Mr. Wilson thought this was a good idea and stated that he would take the matter up with Fred Babeon while the latter is here within the next day or so. Mr. Maxwell thought that some of our New York dealers could also act as an outlet for these old matchings.

W. Maxwell

Chairman.

All.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Edison

Minutes of the 51st Meeting
of the
Amusement Phonograph Committee
Held January 15, 1914
at 10:00 A. M.
in the Executive Committee Room.

Present: Messrs. Hird, L. C. McChesney, Wilson, Leeming and Maxwell.
Absent: Messrs. Stevens, Dolbeer and Iretton. Messrs. Hollowell and
Mehrer present part of the time.

Mr. Maxwell referred to requests from the trade for new German selections on the Blue Amberol. He stated that Mr. W. H. Miller is of the opinion that it will be advisable to have these made at the London Laboratory, as he thinks better talent can be obtained over there. Mr. McChesney thought it would be better to have the records made in New York even though it is true that Germans after they have been over here a while speak German a little differently than those who reside in Germany. He pointed out that the chief sale of these records will be in America. Mr. Maxwell stated he had heard of some complaint out in Davenport that some of our German records were too high German for the kind of Germans who live in Davenport and vicinity. Mr. McChesney stated that he knows a man on one of the German papers who would be glad to co-operate with us in choosing popular selections and with Mr. Miller in getting talent. Decided after discussion that Mr. McChesney communicate these facts to Mr. Miller and that we make about twenty new German selections. Mr. Maxwell mentioned that Silent Night in German is one that has been suggested by Babson Bros., San Francisco.

Mr. Leeming submitted model of Amberola X with Fireside mechanism in comparison with model VIII. After discussion it was decided to put out the new model X with the Fireside mechanism and the same top plate as heretofore and in the same cabinet finish. In order to make a greater distinction between the VIII and X it was decided to put the new top plate on the VIII and to furnish it in Golden Oak, polished. To distinguish between the VIII and VI, it was decided to put the VI out in mahogany only and with a maroon colored top plate in the new style.

Mr. Maxwell read memorandum from Mr. Leeming in reference to the connection for playing lateral cut records. After discussion it was decided to make a price of \$1 to jobbers, \$1.25 to dealers and \$1.75 to the consumer. In announcing this to the trade we shall merely send a letter to each of the disc jobbers and send them a sample, leaving them to handle the matter with the dealers. Mr. Maxwell will prepare the letter and discuss it with the legal department before it is sent out.

W. Maxwell
Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Borggren, Eckert, Leeming and Hutchison.

Mr. Elmore

Minutes of the 52nd Meeting
of the
Amusement Phone Committee
Held January 22, 1914
in the Executive Committee Room
at 10:00 A. M.

Present: Messrs. Hird, L. C. McChesney, Leeming and Maxwell.
Mr. Nehr was excused at commencement of meeting. Mr. Hayes
was called into consultation. Absent: Messrs. Stevens, Delboer,
Ircton and Hallowell.

Mr. Leeming brought up the question of manufacturing schedule on disc instruments. He stated that on the B-60 for a period of twelve weeks the weekly sales averaged 172 per week, but for the past three weeks - since Christmas - the sales have been but 34 per week. We have in stock 343 of these instruments and cabinets in sight for 500 more - a total of 843 in sight. Mr. Leeming stated that there is some possibility that this cabinet will have to be changed to accommodate the new motor. Therefore, after discussion it was decided not to make any provisions at present for an additional manufacturing schedule on the B-60 cabinet. A manufacturing schedule of ten per day will be maintained on this instrument until conditions justify a change in the schedule.

On the A-80 we have 1176 mahogany instruments on shipping order as of date January 17th. The manufacture of this instrument has been just about equal to the shipping orders with the result that we have maintained a tolerably constant quantity on shipping order. This is regarded as a healthy and desirable condition in view of the contemplated change. Models of the new motor, self contained, and the new cabinet will be submitted to the Laboratory today for final approval. As soon as approved by the Laboratory the manufacturing department desires to go ahead ordering the material. We have 1618 mahogany cabinets of the present model in sight and Mr. Leeming desires authority to place an order for 2000 of the new cabinets as soon as approved, to be taken as needed. This will extend our present schedule forty days beyond our present available cabinet material. The Committee recommended that this order be placed.

Mr. Leeming stated there is no present occasion to take any action on A-150, 200 and 250. Mr. McChesney offered some criticism of the 150 cabinet and expressed an opinion that it might be advisable to bring out a different cabinet for next fall. Mr. Leeming pointed out that the sales on this instrument are increasing.

With reference to A-275, we have forty on order at the present time and 61 cabinets in sight. Mr. Leeming suggested that an order be placed for 50 more which is the number of the last shop order. The Committee recommended that this be done.

On the A-290 we have orders for ten and two in stock. Decided after discussion to recommend a shop order for 25.

On the A-300 Mr. Hird stated that this seems to be getting slightly more popular. We have sixteen in sight and shipping orders for four. Decided after discussion to recommend that a shop order for 25 additional be placed.

In the models above A-300 no action needs to be taken at the present time in Mr. Leeming's opinion.

Mr. Hayes was called into consultation. Mr. Maxwell read a letter from Goodwin on the question of a new supplement of Diamond-Disc records. Mr. Goodwin is anxious that we shall not put out another supplement until we are ready to furnish all of the records contained therein, and stated that a supplement of twelve records would be satisfactory. After discussion the Committee were of the opinion that in view of manufacturing conditions it is advisable to confine the first supplement to twelve records. Mr. Maxwell referred to the present abnormal demand for dance records. There was some discussion of getting out a special dance record supplement, but Mr. Maxwell thought this inadvisable on account of the approach of Lent. Mr. Hayes was of the opinion that the next regular supplement should contain a good proportion of dance music and in this the Committee fully agreed. Mr. Hayes will prepare two or three tentative supplements of twelve records each and go over them with the Committee, after which they will be submitted to Mr. Edison.

W. Maxwell

Chairman.

All

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert and Leeming, Hutchison.

Mr. Egan

Handwritten signature

Minutes of the 53rd Meeting
of the
Amusement Phonograph Committee
Held February 5, 1914
at 10:00 A. M.
In the Executive Committee Room..

Present: Messrs. Hird, L. C. McChesney, Wilson, Leeming,
Iretton and Maxwell. Mr. Nehr excused. Absent: Messrs. Stevens
and Dolbeer. Mr. Hayes was called into consultation.

In view of the expected visit of the jobbers
Mr. Wilson brought up the question as to what extent we should
confide to them the changes that are contemplated in our line.
As to the cylinder it was decided after discussion that we
should submit to them specimens of the new X and VIII, also of
the VI with the new top plate. Mr. Leeming will prepare a memo-
randum covering the various changes for the guidance of those
who come in touch with the jobbers. Decided that we would say
to the jobbers that in adopting the policy of taking them into
our confidence about future changes it must be with the under-
standing that until the changes become effective they will continue
to push the models that we are able to furnish, and that they must
not expect us to take back any instruments because of changes that
we make.

Mr. Leeming called attention to the fact that
we have on hand at Glen Ridge 67 A-250's in dull finish, mahogany.
We would like to close out the Glen Ridge storage account and
suggested that the sales department see if orders cannot be ob-
tained immediately for these instruments. Mr. Hird stated that
Milwaukee Phonograph Company and Pacific Phonograph Company are
somewhat partial to this finish. Mr. Maxwell suggested that the
sales department write these jobbers and also the Phonograph
Company at Chicago with a view to getting orders to use up the 67
instruments at Glen Ridge.

Mr. Leeming called attention to the fact that
we have in stock 192 A-250's in weathered oak. Decided after
discussion to get out a letter to the trade about these weathered
oak cabinets. Mr. Leeming will send a memorandum to Mr. Dolbeer
on the subject.

Mr. Hayes submitted list of twelve records for
the next supplement. The Committee were unanimous in expressing
approval. Mr. Hird will see that these numbers are rushed through
as rapidly as possible, and at the next meeting the probable time
at which the supplement can be announced will be considered.

Mr. McChesney inquired what reference should be
made to the filing facilities in our disc phonograph in view of
the changes that may be made. Decided merely to refer to the
fact that filing facilities are afforded in the A-250 and up.

Mr. Maxwell inquired what progress has been made in recording German records in New York as decided in a recent committee meeting. Mr. McChesney stated that he had had the matter up with Mr. Miller but had not yet received a report. Mr. Maxwell requested Mr. Ircton to take this matter up with Mr. Miller at the record committee meeting tonight.

Mr. Wilson brought up the question of scrapping all wax records. Decided after discussion to scrap everything but French and German and such foreign records as the foreign department desires.

Mr. Maxwell brought up the question of jobbers' demands that we take back records of the old matchings. Decided after discussion where jobbers are insistent, and after being requested to get out special lists of these old matchings, still contend that they cannot get rid of them, we will permit the return of same for credit. It is however understood that special effort must be made to get them to issue a special list of these records and endeavor to sell them.

Mr. Maxwell read letter from William A. Lucker of St. Paul, inquiring about additional Swedish and Norwegian records. Mr. Lucker stated that the wax records in these languages have been criticized because the artists were not natives. Mr. Ircton will ascertain from Mr. Miller tonight what he can do in the way of getting Swedish and Norwegian talent and will also investigate what our sales have been in the past, with a view to determining what number of each language should be recorded.

Mr. L. C. McChesney brought up the question of notching the disc record envelopes. He stated that the cost is no greater. The Committee were in favor of notching them and Mr. McChesney will consult Mr. Edison about this.

W. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Wilson

Wm.

Minutes of the 54th Meeting
of the
Amusement Phonograph Committee
Held February 12, 1914
at 10:00 A.M.
In the Executive Committee Room.

Present: Messrs. Hird, McChesney, Ireton, Wilson, Dolbeer and Maxwell. Absent: Messrs. Stevens and Hallowell. Mr. Mohr excused.

Mr. Hird reported concerning the disc supplement that we have molds at work for seven of the twelve records proposed for the next supplement. The molds for the other five will probably be ready by next Thursday. There followed an extended discussion of the manner in which this supplement should be announced. Mr. Wilson and Mr. Dolbeer were of the opinion that we ought to send all jobbers a list of the selections and ask them for advance orders. Mr. Maxwell believed that the jobbers would order in such large quantities as to make a joke of our attempt to get out a supplement, and that it would be better to accumulate a reasonable stock of the records and apportion them to the jobbers according to the business they have been doing. Decided to defer a final decision until next week when molds for all the selections are working.

There ensued a discussion of the progress that is being made in completing the present disc catalog and supplement. Mr. Hird was asked to make a report on the numbers that are not coming through, stating the reason in each case.

The question of renewing the return allowance on machine purchases was brought up. Mr. Ireton thought that in special cases where we desired to clean up the wax record stocks of dealers, we ought to cut out the jobber and make a deal direct with the dealer. He thought that we should confine these special deals to a good sized record return allowance based exclusively on cylinder machine purchases - all of the machines on which the allowance is made to be taken at one time. It is a point of doubt whether this would not involve the opening up of accounts with a good many dealers. Mr. Maxwell thought that Mr. Ireton had a good idea and believed it could be worked out successfully by confining the proposition to dealers who would agree to conduct a special canvassing campaign. He proposed that the scheme be tried in Ohio along with a limited amount of advertising in the "Ohio Farmer", such advertising to fit in with the canvassing scheme and designed to aid the dealers who conduct the canvassing. Mr. Wilson pointed out that so far as the profits are concerned, we would be in a better position to make the allowance on Blue Amberol record purchases than on machine purchases. Mr. Ireton argued, however, that the interests of the cylinder business will be better served by loading the dealers up with machines than by loading them up with records. Mr. Maxwell

suggested that Mr. Wilson, Mr. Delbeer, Mr. McChesney, Mr. Ireton and himself each think over this matter between now and the next meeting and each submit a plan. Mr. Wilson agreed with this and it was so decided.

W. Maxwell

Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

*709
Mr. Edison*

Minutes of the 57th Meeting
of the
Amusement Phonograph Committee
Held March 5, 1914
at 10 A. M.
In the Executive Committee Room.

Present: Messrs. Nahr, Hird, McChesney, Dolbeer and Maxwell.
Absent: Messrs. Stevens, Hallowell and Iretan.

Mr. Nahr stated that there may be about three days delay in the proposed date of getting out the special supplement of dance records. He thinks that shipment can commence about the 20th.

Mr. Hird reported with reference to the proposed disc supplement that we have 4359 records of one number. From this on down to 1020. Trouble is being experienced with the record containing the selection "Lead Kindly Light", and if it is included in the supplement, it will probably hold up the supplement. Mr. P. K. Dolbeer was of the opinion that this could well be omitted as well as any other of the \$1.50 records that give trouble. Mr. Dolbeer stated that unless a definite date can be given in the near future as to when this supplement will be ready so that the trade can be advised, he is inclined to believe it will be better for us to ship the records out now and abandon the idea, for the time being, of getting out a supplement. Mr. Hird was inclined to agree with this.

Mr. Dolbeer commented on the condition in the factory which prevents us from getting goods to fill orders. He stated that the A-250 Disc is the only one at present of which we have any stock and can make prompt shipment. He called attention to the fact that last week we got 135 A-80's although the schedule is 330/. We have some 1400 on order and are receiving a great many demands for shipment from the trade.

There followed an extended discussion of the record situation. Mr. Dolbeer requested Mr. Hird to confer with him this afternoon with a view to making a tally of machines and records shipped out, so that if possible we can make an estimate of what our requirements for records during the next few months will be. Mr. Maxwell requested a copy of this estimate.

W. Maxwell

Chairman.

AM

Copies to all committee members and to Messrs. Edison,
Bokart, Wilson, Berggren, Leeming and Hutchinson.

Edwards
Wm

Minutes of the 6th Meeting
of the
Amateur Phonograph Committee
Held April 23, 1914
at 10:00 A. M.
In the Executive Committee Room.

Wm

Present: Messrs. L. C. McChesney, Wilson, Ireton and Maxwell.
Absent: Messrs. Stevens, Halliwell, Mohr and Bird.

Mr. Ireton referred to the fact that several of the jobbers who visited us this week urged that we reduce our present intensified efforts to get additional disc representation until the record production is larger. It is urged by these jobbers that we content ourselves with smaller representation in the various cities until we have an adequate supply of records for our present dealers. In some cases the jobbers stated that dealers are threatening to throw out the line because they are not able to get records, and in view of this fact the jobbers consider it very unwise for us to continue to create so many new disc dealers. After consideration the Committee was of the opinion that in view of the fact that our disc representation has been materially strengthened in the past three or four months, it probably is advisable for the present to lessen our efforts to get new disc dealers and put forth more effort on the cylinder product.

Mr. Maxwell read memorandum to Mr. Wilson from Mr. Stevens about making some new French collections. Mr. W. H. Miller has endorsed on this memorandum that he will try to record about twenty as soon as the German records are done. It was suggested that it might be a good idea for Mr. Stevens to communicate with the Paris office for suggestions as to what selections should be recorded.

Mr. Ireton called attention to the fact that a good many disc records are being returned for altered defects. Some of them are sent back without the envelopes and so carelessly packed that they are damaged in shipment; and it is impossible to determine their original condition. He thought that a letter to all jobbers should be gotten out on the subject and it was so agreed. Mr. Ireton will draft a letter stating that we will not receive for inspection any records without envelopes or improperly packed.

Reference was made to the \$150 and \$250 disc instruments in mission finish which we have on hand. This finish having lost popularity these instruments are not moving at present. They can be turned into the so-called Congo finish at very little expense. Decided after discussion to ship one

sample to each jobber, and accordingly a sufficient number will be prepared. Mr. Ireton will write the jobbers explaining our notion. This has already been discussed with several of the jobbers and they approve of this method of handling the matter. It is hoped that some of the jobbers will order instruments in this finish in addition to the sample and thus enable us to close out the lot. Mr. Ireton will notify them of the limited quantity we have on hand.

W. Maxwell
Chairman.

AH.

Copies to all committee members and to Messrs. Bacon,
Wilson, Bergeron, Eckert, Leeming and Hutchinson.

Mr. Edison

W

Minutes of the 63rd Meeting
of the
Amusement Phonograph Committee
Held April 30, 1914
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Mohr, Hird, L. C. McChesney, Ireton and Maxwell.
Mr. Wilson present part of the time. Absent: Messrs. Stevens and
Hollowell.

Mr. Hird reported on the new supplement that all of the numbers but two are working, and that the moulds for those two will probably be put on tomorrow. Mr. Maxwell referred to the proposal to designate this as the June list and thought it would be unsafe to do so, because possibly we would not be able to commence making shipments in quantities in June and furthermore it would perhaps establish the idea in the minds of the trade that we are going to go on a monthly basis which possibly we cannot do for the present. After discussion decided to designate the supplement by number.

Mr. Ireton requested Mr. Hird and Mr. Hayes to prepare a list of other records that have reached the second master mould stage - this with a view to preparing tentatively additional supplements to be submitted to Mr. Edison. Mr. Ireton stated that Mr. Edison has instructed him to confer with Mr. Hird about further lists, and the foregoing is in pursuance of these instructions.

Mr. Mohr called attention to the need for additional mould storage space and asked about destroying the promotion record moulds. Inasmuch as we do not intend to make any more wax records it was the opinion of the Committee that these records may be destroyed.

Messrs. Mohr and Hird were excused.

With reference to endeavoring to get the I.C.S. people to adopt the Amberola X adapted to their needs. Mr. Wilson suggested that Mr. Durand be asked to take this matter up with the I.C.S. people and submit to them the Amberola X which Mr. Leeming has prepared as a sample. Mr. Maxwell will see Mr. Durand on this point.

-F-

Mr. Maxwell discussed at length his ideas of the plan which should be adopted to increase our cylinder phonograph business. Messrs. Ireton and McChesney agreed with the plan as outlined and felt that it should be put into execution in at least several states as soon as possible. Mr. Maxwell will prepare a letter to jobbers with a view to ascertaining to what extent we can count on their co-operation, and will also outline the plan in memorandum form not only with a view to submitting it to Messrs. Edison and Wilson, but also to furnish a basis for working out the necessary details if the plan is approved.

W. Maxwell
Chairman.

AH.

Copies to all committee members and to Messrs. Edison, Wilson, Bergeron, Eckert, Leeming and Hatchison

Mr. Emerson

Minutes of the 64th Meeting
of the
Amusement Phonograph Committee
Held May 14, 1914
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. McChesney, Wilson, Ireton and Maxwell. Absent:
Messrs. Stevens, Hollowell, Leonard, Mehr and Hird.

Mr. Maxwell referred to the disc instruments (about 150 in number) in Mission finish which we are refining in the so-called Congo finish, and asked Mr. Ireton what success he had had in placing them with jobbers. Mr. Ireton stated that he had written to all of the jobbers and had gotten orders for 15 of the instruments. Some of the jobbers stated that they did not care to order a sample. Mr. Maxwell stated that Mr. Wilson thought we ought to get permission to ship one of these instruments to each jobber and requested Mr. Ireton to write all jobbers who have not ordered samples, asking that they let us send them a sample and that they put it on their floor and show it to their trade for two or three weeks, whereupon if they do not think the instrument will sell, return it and we will give them credit. On the other hand, if they think it will sell, keep it and if they think they can sell more, send us an order for a few. (Of course, explain to them that we have only a limited quantity).

The remainder of the meeting was devoted to the question of advertising. Mr. McChesney submitted a memorandum and schedule, copies of which are attached to the minutes for Messrs. Wilson, Wilson, Ireton and Maxwell.

Mr. Maxwell was of the opinion that we could not do full justice to either disc or cylinder in the same advertisement, and was inclined to think that we should confine our cylinder advertising to publications that reach the people in rural communities and perhaps the industrial classes. He referred to the fact that our plan for establishing special canvassing dealers will require us to spend for a time 5% of their purchases in advertising in their local papers to fit in with their canvassing campaign. Mr. McChesney said he approved of this but he wanted national advertising in addition. Mr. Ireton stated that he realized the difficulties attendant upon advertising both the disc and cylinder in the same advertisement, but he believed it is up to us to demonstrate to the cylinder dealers that we have not lost faith in the cylinder product, and that we could not demonstrate this more conclusively than by doing some extensive cylinder advertising, and he thought we should advertise the disc at the same time. Mr. Wilson was called into consultation. He stated that in his opinion it was not advisable to advertise the disc and cylinder in the same advertisement. He thoroughly approved of the idea of local advertising of the cylinder product for dealers who will do

convassing. He thought, however, that some additional advertising of the cylinder should be done, and he was inclined to favor the cheaper class of magazines for this advertising.

Mr. McChesney stated that advertising the cylinder in the cheaper publications which are not read by dealers would not have as good an effect on them as some advertising in well known publications like the Post, Collier's, Cosmopolitan, etc. He thought that the average cylinder dealer would rather see us advertise in those big publications than to do local advertising for him as outlined in Mr. Maxwell's plan, although he approved of the latter. Mr. Wilson and Mr. Maxwell thought that dealers ordinarily would much prefer local advertising.

Mr. McChesney reiterated that if we will plan a campaign in the national magazines, we can tell the dealers about it and this will do more to reassure them and stimulate their interest than anything we can do. Mr. Maxwell thought that national advertising was not a panacea, and believed that the time has come when we must rely on specially selected cylinder dealers who will canvass and fight for business aggressively in their respective territories and that our advertising should be devoted to their interests. Mr. McChesney felt that we would not make a success of this plan because he did not believe it could be put into effect rapidly enough.

Mr. McChesney stated that his plan of national advertising really did not mean the expenditure of a large sum for cylinder advertising. He argues that we will naturally want to do some national advertising on the disc and we are not incurring any additional expense when we give part of the space to the cylinder. Mr. Maxwell thought this reasoning unsound, because we would sacrifice the effectiveness of our disc copy to keep from throwing the cylinder in the shade when both instruments were advertised in the same advertisement. He stated that he could see no effective way of running a combined disc and cylinder ad unless we relied on striking illustrations and just a few words of copy as, for example, "Mr. Edison has invented two new sound reproducing instruments - The Edison Diamond Disc and the Edison Diamond Amberola. You should hear them before you purchase a phonograph or talking machine." Mr. Wilson was very positive that if we did any combination advertising we would have to eliminate all specific claims and use just a few words of general copy.

Mr. McChesney submitted two layouts prepared by Calkins & Holden to illustrate both the cylinder and disc, and the text mentioned both instruments. Mr. Maxwell liked neither the layout nor the copy. Mr. McChesney stated that it was merely an illustration of one way the thing could be done. Mr. Wilson and

Mr. Ireton did not express an opinion on these layouts.

Decided that Mr. McChesney's recommendations be laid before Mr. Edison together with the opinions of the various members of the Committee, and at Mr. Edison's convenience the Committee confer with him on the subject of advertising.

W. Maxwell
Chairman.

Copies to all members of the committee and to Messrs..Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

Mr. Edison

Minutes of the 65th Meeting
of the
Amusement Phonograph Committee
Held May 21, 1914
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. L. C. McChesney, Ireton and Maxwell. Absent:
Messrs. Stevens, Hallowell, Leonard, Nehr, Hird.

Mr. Ireton referred to comment which has been made by the Victor Company in regard to the breaking of diamond points and their quotation from instructions issued by us in regard to the care of reproducers. Mr. Ireton was of the opinion that the matter should be treated rather in a facetious vein. Mr. Leonard will write something along that line for the house organ and submit it for consideration.

Mr. Ireton read letter from W. L. Powell, the man who had planned to organize a company to job the Disc in New Orleans. He does not consider the line well enough developed to justify him in starting a jobbing company in New Orleans, but is willing to take on the line as a retail dealer and handle it in connection with the Victor, provided we will give him the exclusive retail agency in New Orleans until September 1st, at which time if we have more records and artists, he will take the jobbing agency. Mr. Ireton was of the opinion that no ought not to consider his proposal in which the Committee concurred.

There ensued a discussion of the work that has been done with the plan being put into effect to boost the Cylinder line. Mr. Maxwell explained Mr. Edison's new scheme. Mr. Redfern was called into consultation, and will give the Committee revised prices on combination attachments and diamond reproducers in order that we may ascertain the lowest possible price at which the attachment, reproducer and ten or twelve records can be put out in accordance with Mr. Edison's circularizing plan.

W. Maxwell
Chairman

AH.

Copies to all committee members and to Messrs.
Edison, Wilson, Eggren, Eckert, Leeming and Hutchison.

Wm. Edison 1 *229*
Minutes of the 67th Meeting
of the
Amusement Phonograph Committee
Held July 16, 1914
at 10:00 A. M.
In the Executive Committee Room.

Present: Messrs. Leonard, L. C. McChesney and Maxwell. Absent:
Messrs. Stevens, Hollowell and Iroton.

Mr. L. C. McChesney called attention to scheme of the Art Metal Company of Passaic, N. J., whereby they propose to send a number of salesmen out on the road selling signs to dealers, the idea being to get several manufacturers to give the Art Metal Company the names of dealers handling their lines. The Art Metal Company will then get up suitable metal signs with dealers' names and addresses, and sell them to the dealers - the orders to be handled through the respective manufacturers or their jobbers. Inasmuch as this proposition involves no expense to us except furnishing the Art Metal Company with a list of our dealers, and since the Art Metal Company is reported to be a reputable concern, it was decided to approve the proposition. The orders obtained will be turned over to our jobbers, the list of dealers' names to be returned to us. The design of our sign will be subject to our approval. Mr. Maxwell inquired whether we could get separate signs for both disc and cylinder. Mr. McChesney thought not. It was decided that the sign read something as follows:

"THIS NEW EDISON PHONOGRAPH WITH THE DIAMOND REPRODUCER."

Mr. Maxwell brought up for discussion the question of getting out bulletins for the weekly supplements and expressed the opinion that the placard which we are now preparing which says, "This Week's New Edison Diamond Disc Records Just Received", can be made to answer the purpose while we continue to get out six records per week. There ensued a discussion of another placard, and it was decided to print on the other side of the placard we are now getting out the following:

"THIS WEEK'S NEW EDISON DIAMOND DISC RECORDS
NOW ON SALE."

so that the dealer on the day he receives his shipment of records displays one side of the placard in his window, and then uses the other side. The elimination of the bulletin will effect a saving, counting postage, of about \$100 per week or \$5200 per year.

Mr. McChesney brought up the question of the new Blue Amberol record catalog, and it was decided, as a matter of economy and in compliance with Mr. Edison's suggestion, to go back to the group classification rather than retain the present alphabetical plan. Mr. McChesney suggested that there be no subdivisions of vocal selections and that there be but three of instrumental, viz: band, orchestra and miscellaneous. He believes that

this will serve the convenience of users. After discussion it was decided to use this classification.

Mr. McChesney submitted some data showing the business done in Canada from 1907 up to and including 1913. He stated that figures showing cost of doing business in Canada are in course of preparation.

The question of Blue Amberol supplements was brought up by Mr. McChesney, and he stated that the form which we recently commenced using will effect a saving of about \$18000 a year. He inquired as to the advisability of using a cheaper quality of paper. He believes that a paper could be obtained on which the half tones would print fairly well and which would effect a further saving of about \$3000 a year - in other words, about the same quality of paper that is now used in the Blue Amberol record catalog. Decided after discussion to use a cheaper grade of paper in future Blue Amberol record supplements.

In pursuance of conference heretofore held the Phonogram will be discontinued with the September issue, thus effecting a saving in the neighborhood of \$1000 per year.

Mr. Maxwell brought up the question of the use of printed matter by dealers and the manner in which it is distributed by jobbers. Decided after discussion that it is not advisable to get out a letter to jobbers, but that we will rely on our traveling men who are starting out next week to obtain the desired information.

The descriptive and advertising inserts that have been going out with Blue Amberol records have been discontinued.

Mr. McChesney will obtain price on loose leaf catalogs and will submit comparative statements on this point together with other suggestions of how the cost of printed matter can be cut down.

W. Maxwell
Chairman.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Bokert, Looming and Hutchison.

Edison General File Series
1914. Phonograph - Edison Gesellschaft (E-14-70)

This folder contains correspondence relating to the Edison Gesellschaft, Edison's German representative for phonographs, motion pictures, numbering machines, and primary batteries. Also included are items pertaining to the Internationale Kinoindustrie Ausstellung in Budapest, Hungary, which requested Edison to serve as honorary president of their exhibition shortly before the outbreak of World War I. Most of the correspondence is by Carl H. Wilson, vice president and general manager of Thomas A. Edison, Inc. The other correspondents are Thomas Graf, managing director of the Edison Gesellschaft, and Walter Stevens, head of the Foreign Department of TAE, Inc., who was visiting the Edison companies in Europe during the winter of 1914.

All of the documents have been selected.

Telegramm-Adresse:
Edison Berlin

EIGENE KÜSER:
ORANGE N.J.U.S.A.
NEW YORK,
LONDON,
PARIS,
BRÜSSEL.

TRADE
Thomas A. Edison
MARK

EDISON-GESELLSCHAFT M. B. H.

EDISON-PHONOGRAPHEN u. GOLDGUSSSWALZEN.

FRIEDRICHSTR. 10.

1914
Fernsprachen:
ANT. MPL. 10735.

THOMAS A.
EDISON'S
PHOTOGRAPHEN,
GOLDGUSSSWALZEN,
KINETOSCOPE,
ORIGINALFILMS,
HARMONIUM,
PHONOGRAPH-BATTERIEN,
NUMERIER-MASCHINEN.

Berlin 21. Jan. 1914

Mr. William H. Meadowcroft,
Thomas A. Edison, Laboratory,
Orange N.J.

Dear Mr. Meadowcroft,

I am in receipt of your kind favour of the 9th inst. in which you advise that Mr. Edison desires me to ascertain whether or not Bosanquet's Harmonium is still made, and if not, whether it would be made to order and the price of same.

You will note that I have moved on to Berlin, and as a consequence your letter was forwarded to me. I am sending a copy of your letter to Mr. Wagner, the manager of our London office, asking him to immediately obtain full and complete information in reference to the harmonium, and he undoubtedly will advise me at the earliest moment as to the result of his investigation, and I in turn will immediately communicate with you. You may rest assured that this matter will receive prompt and careful attention, and with kind regards, I beg to remain,

sincerely Yours

Martin Strauss

St. E.

Telegramm-Adresse:
EDISON BERLIN.



P
1914

Photo.

Fernsprecher:
Amt MPl. 10735.

EIGENE KÄUSER:

ORANGE N.J. USA.
NEW YORK,
LONDON,
PARIS,
BRÜSSEL

EDISON-GESELLSCHAFT M. B. H.

EDISON-PHONOGRAPHEN u. HILDSUSSWALZEN.

FRIEDRICHSTR. 10.

THOMAS A.
EDISON'S
PHONOGRAPHEN,
SOU-SUSSWALZEN,
KINOTOGRAPHEN,
ORIGINAL-FILME,
HATZEN,
PRIMA-ENTWERTEN,
KUNSTGERÄTE-MASCHINEN

Berlin S.W. 48. January 29, 1914.

Mr. William H. Meadowcroft,
Thomas A. Edison Laboratory,
Orange, New Jersey.

Dear Mr. Meadowcroft :

In further reference to your favor of the 9th inst. in which you advised that Mr. Edison was desirous of knowing whether or not BOSANQUET'S HARMONIUM was still being made :

As I had reached Berlin before your letter was received at London, I communicated with our Manager, Mr. Wagner, asking him if possible to obtain full information in reference thereto.

I find that this harmonium was formerly made, as you state in your letter, by Messrs. Henry Brooks & Co., Piano Action Manufacturers, 31-35 Cumberland Market, Regent Park, London, W., and these people were succeeded by Messrs. Brooks Ltd., over thirty years ago. But they are unable to give us any information whatsoever regarding this matter. In view of Mr. Edison's interest these people have made several inquiries, but as yet are not in a position to give us any definite information.

Brooks Ltd. further state that they know of no instrument on the market tuned to "just intonation". They are, however, prosecuting further inquiries, and Mr. Wagner is also using his best endeavours to obtain further advice, and just as soon as I have anything to report, I shall be very glad to do so.

With kind regards, I am,

Very truly yours,

Walter Shorn

LA
Tel. (Imm.-Adresse):
5 1000 BERLIN.

EDISON-HÄUSER:
ORANGE N.J. U.S.A.
NEW-YORK,
LONDON,
PARIS,
BRÜSSEL.

TRADE
Thomas A. Edison
MARK

EDISON-GESELLSCHAFT M. B. H.
ABTEILUNG FÜR KINETOSCOPE UND FILMS.

FRIEDRICHSTR. 10.

Fernsprecher:
ANT. MFL. 10735

THOMAS A.
EDISON
PHOTOGRAPHEN,
GOLD-QUECKSILBER,
KINETOSCOPE,
ORIGINAL-FILMS,
KARTEN,
PRIMA-BATTERIEN,
KINEMAT-MASSCHINEN

Berlin W. 10. June 27th, 1914

Mr. C. H. Wilson, Vice-Pres. & Gen. Mgr.,
Thomas A. Edison, Inc.,
Orange



Dear Mr. Wilson,

When in Orange Mr. Edison referred to me through Mr. Meadowcroft a communication from a Budapest motion picture exhibition (Die Internationale Kino-Industrie-Ausstellung). The committee of this exhibition wrote Mr. Edison requesting him that he should accept the honorary presidency of this exhibition. Mr. Edison asked my advice through Mr. Meadowcroft, and in a memorandum I suggested that before accepting I would first inquire about this exhibition when in Budapest. I have done so and I can recommend that Mr. Edison accept the honorary presidency which can be expressed in a letter to the exhibition people.

Mr. Meadowcroft has all the correspondence in his possession so that he can reply direct.

Very truly Yours
Thomas Graf
Managing Director

Mr. Meadowcroft

G.B.

Mr. Meadowcroft

MEADOWCROFT.

OK —
July 14, 1914.

*Answer to Meadowcroft
to Draft Letter*

Mr. Thomas Graf, Managing Director
Edison Gesellschaft, m.b.H.,
Friedrichstrasse 10,
Berlin S. W. 48, Germany.

Dear Graf:

I am referring your letter of June 27th
to Mr. Meadowcroft, requesting that he again take up with Mr.
Edison the question of his accepting the honorary presidency
to the exhibition you name, and that he reply to you direct in
the matter.

Yours very truly,

Vice Pres. & Gen. Mgr.

CNR/AH

M.

October 26, 1914.

Mr. Thomas Graf, Managing Director,
Edison Gesellschaft, m.b.H.,
Friedrichstrasse 10,
Berlin, Germany.

Dear Graf:

It is probably unnecessary for me to again write you concerning the time at which the Berlin lease expires, as we have already done so in several letters and cables sent you through different channels. Inasmuch, however, as I have not received a reply from you direct to any of my letters or cables on the subject, I feel compelled to do so because of a letter (copy of which I enclose) received from August Hagelin, Stockholm, through whom, as you have already been advised, we sent a cable to be transmitted to you, this being one of the precautions we took to make sure that you got our instructions in the matter through one of the various channels by which we thought it possible to reach you.

In your cable sent through Mr. Hagelin you again say-
"Rent agreement runs until 30th of September 1915", and as in several of your letters you have made this same statement I have about come to the conclusion that because you believed this to be the case you did not give the notice instructed by us on or before September 30th, thereby canceling the lease as of March 31, 1915; and if you did not do this, we are of course tied up not only until

Mr. Thomas Graf- 2.

September 20, 1915, as your advices have indicated, but until March 31, 1916.

You will perhaps wonder why I am so positive about the terms of this lease so far as cancellation goes, also why I doubt your statement that we are bound until September 20, 1915. The best reason I can give for this is the reading of such portions of the duplicate copy of lease which we hold as relate to this matter, also letter from Mr. Grusser to Mr. Berggren dated August 21, 1912, all of which, so far as I can see plainly state that the lease runs from April 1, 1909, to March 31, 1912, and thereafter renews itself from year to year unless we give six months notice before the expiration of any one year that we desire to terminate it. From March 31, 1912, it has renewed itself year by year for the reason that we have not given the necessary notice of six months-otherwise we did not want to terminate it; but this year we did desire to terminate it and therefore instructed you to give the six months notice of termination, and to be sure to do so on or before September 20th. You should have access to the original lease, which is no doubt on file at the Berlin office, also a copy of Mr. Grusser's letter dated August 21, 1912; and if you had referred to them when this question of terminating the lease was brought up by us, I cannot see why or how you should have the impression that we are bound until September 20th, 1915. In order to give you my evidence for being so positive in the conclusions I have drawn, I am enclosing copies of the paragraphs of the lease which refer to the term, termination, notice, etc., also copy of Mr. Grusser's letter referred to.

Mr. Thomas Graf- 3.

We shall be very much disappointed if the notice of cancellation was not given prior to September 30th, so that we may be relieved of the lease after March 31, 1915, and I am therefore very anxious to hear from you at the earliest possible moment as to whether or not you gave the termination as instructed by us, and if not, why not; also, what has led you to the impression that the lease extended to September 30, 1915.

Yours very truly,

CHW/LWW

Vice-President & Gen. Mgr.

Enc-

C-S-B-H-E

Mr. McDonald
Copies for Mr.
Edison's information
CHW 1/11

Mr. Graf

October 26, 1914.

Mr. Thomas Graf, Managing Director,
Eisen Gesellschaft, m.b.H.,
Friedrichstrasse 10,
Berlin, Germany.

Dear Graf:

I have yours of September 12th, enclosing copy of report sent you by Mr. Lehmann showing the condition of affairs at his office when he was compelled to leave and the office was closed on August 1st. We have also received advices from other sources which to a large extent verify Mr. Lehmann's report.

Lehmann's report of course shows us the conditions at his office at the time he left and gives us some idea at least as to the shape in which his office was left, which information is valuable. I do not think it necessary to go into details concerning this report, as I have already advised you in several previous communications as to our desire concerning this office and am daily expecting to receive your reply.

Under present conditions I assume it will be impossible for you to personally do anything whatever so far as assisting us in obtaining any monies deposited at Lehmann's bank or any of the books, records, documents, papers on hand at his office are concerned, and while we have decided to do nothing at present in the way of attempting to get hold of these effects, I presume should we decide to do

Mr. Thomas Graf- 2.

so it will be necessary to have it done either direct from here or through Wagner.

In regard to salaries at Lehmann's office, I note his report states they were paid up to the end of August, and for your information I would advise that in response to a request from Mrs. Donel (wife of the cashier) we agreed to pay from here \$5 per week to two of the employees for a period of one month beginning September 1st; and \$5 per week to three other employees, including Donel, for a period of three months, beginning September 1st. Those payments have been made from here since that time direct to the above different parties, and in all except one case we have received acknowledgment of receipt. In the one case the money was returned with the notation that party could not be found.

Yours very truly,

CHW/INW

Vice-Pres. & Gen. Mgr.

C-S-E-W-E

Mr Edison

October 26, 1914.

Mr. A. F. Wagner, Manager,
Thomas A. Edison, Ltd.,
25 Clerkenwell Road,
London, E. C., England.

Dear Mr. Wagner:

I duly received yours of September 26th, enclosing copy of letter received from American Embassy, Paris, and letter from Monsieur Denel, having reference to the Paris office. About the same time I also received a letter from Mr. Graf, dated September 12th, enclosing copy of report from Mr. Lehmann, also having reference to the Paris office situation, copies of both of which I am enclosing herewith for your information. I also received another letter from Mr. Graf, dated September 15th (copy of which I also enclose), from which you will note he recommends leaving things as they are at Paris for the present. I am also enclosing copy of my reply to Mr. Graf's letters, from which you will note that in view of both your and his opinion that there is no necessity for taking any further steps in connection with this office just at present, I have agreed to this view of the matter, ^{and} until conditions change or we are in a better position to go into Paris and absolutely remove from the Paris office our effects of all kinds, nothing further can be done. Should the time arrive when you think we can get in there and, without too much expense or trouble, get everything

Mr. A. F. Wagner- 2.

removed to the London office, also get the money on deposit with the bank (which you will note Lohmann stated is less than \$1,000), also the petty cash in Mre. Denel's hands (\$20 to \$40), I wish you would so advise me and we will then decide on what further action to take. What we have been trying to do was to cut down all expenses connected with that office, and inasmuch as this has been done and no one is now on our pay-roll except Lohmann, also, as we are committed for the rent of the office until October 1, 1918, and will give notice as called for in the agreement six months prior to that date of our intention to terminate the lease, I think we have perhaps accomplished all that can be done under present conditions.

It would perhaps be better if the keys to the safe (which are now in the possession of Mre. Denel) and the keys to the office (which are now in the possession of the landlord-- both having been turned over by our cashier, Denel, when he was compelled to leave) were in our possession, but from what Denel says in his letters, these people are both reliable parties and will look out for our interests so far as is in their power. Therefore, I do not know but that we are just as well off with the keys in their possession as we would be if they were in ours. Furthermore, the letter you received from the American Embassy at Paris, saying that should occasion arise they will do all in their power to protect our property, indicates that we are protected as well as it is possible to be under existing conditions.

Despite all I have said about letting matters rest for the present, it of course goes without saying that just as soon as possible and expedient you should obtain possession of at least all

Mr. A. S. Wagner 3.

cash on hand, documents, records, accounts, correspondence, etc., now at the Paris office, in order to get them straightened out as rapidly as possible and handle them from your office. I presume there are quite a number of accounts receivable, but as to whether any of them could be collected at this time or not is a question.

Just as soon as you hear from the Paris Bank as to the amount of our deposit with them and the steps necessary to be taken by us in order to obtain it, I presume you will let us know.

Yours very truly,

CHW/IWW

Vice-Pres. & Gen. Mgr.

Enc-

C-S-E-E

Copy for
Mr. Edison

WAG

November 9, 1914.

Mr. Thomas Graf, Managing Director,
Edison Gesellschaft, m.b.H.,
Friedrichstrasse 10,
Berlin, S.W.48, Germany.

Dear Mr. Graf:

Your letter of October 3rd, although evidently somewhat delayed enroute, came duly to hand, and as it touches on several different matters I will reply to it taking the paragraphs in totation, as written.

Re paragraph 1: You have advised in another communication dated October 13 that you have forwarded notice of termination of Paris lease to the landlord, and we will, as requested by you, also forward notice of this termination either direct from here or through Mr. Wagner. You will be fully advised as to how we will handle this in a separate letter which will be written you in reply to yours of October 13th.

Re paragraph 2: We fully understand that for the last period of six months for which the lease runs the rent is paid by the deposit made, and for the rent prior to that time we will, as you have requested in your communication of October 13th, arrange to make payment either direct or through Mr. Wagner.

Re paragraph 3: I note that only one, perhaps two, of the Paris office employees had not received notice, and that to these two you would forward notice via neutral country or through Mr. Wagner. In some previous communication received from you, you advised that the salaries of all employees had been paid up to September 1st, and as in my letter of September 29th I advised you that we had decided to remit to each one a part of his salary from September 1st to October 1st, I am assuming that we are now relieved from further payments to any of them, with the exception of Mr. Lohmann.

Re paragraph 4: I note you will continue paying Mr. Lohmann's salary until you receive instructions from us. We want to be perfectly fair with Mr. Lohmann and, as stated in previous communications, would like, just as soon as conditions will permit, to employ him to work through and under Mr. Wagner's office; but as it is so uncertain when conditions will permit

Mr. Thomas Graf- 2.

this, and in view of his being unable to render us any valuable assistance under present conditions, I do not think we should be expected to continue his salary for an indefinite period of time. It therefore seems to me that if we continue paying his salary up to January 1, 1916, we are treating him very liberally and doing all, if not more than could be expected. Before deciding definitely on this date, however, I should like your opinion, and you might also talk the matter over with Lehmann, if possible, and see what he has to say. If you agree with my views, inasmuch as his salary is at present being paid by you, you should continue paying his salary after January 1st. If you do not agree, or if there is any reason why we are obligated to pay it for a longer period of time, we will decide definitely on how much longer we will continue to pay it after receiving your advice in the matter. As suggested above, if possible and convenient, it might be well for you to discuss this matter with Mr. Lehmann, as we do not want to arbitrarily do anything toward him that he might consider unfair or as taking advantage of his present unfortunate predicament.

Concerning our own business heretofore conducted from the Paris office, as well as the Dictating Machine business conducted by Mr. Lehmann, I recently received a letter from Mr. Lehmann dated October 15th, to which reply will be made within the next day or two, and at the same time we will send you copy of his letter to us and our reply. I have already advised you what we desire done so far as our interests in this office were concerned, and copy of our letter to Mr. Lehmann will fully explain what we will do for him in the way of assisting and protecting him on the Dictating Machine business.

Re paragraph 5: As this refers altogether to the length of time for which we are committed to rental for the Berlin office, and as I have already in several letters and cables advised you of our decision to terminate the lease and the date on which it could be terminated, I do not think it necessary to again explain our desire and decision or to discuss the period of time for which we are, or rather would be committed, provided notice had been given prior to September 30th.

You say: "Regarding Mr. Stevens' wrong opinion concerning the term of notice, I decline all responsibility, as Mr. Stevens has procured this information here without my knowledge, and for information obtained in this way, apart from the reproaches to which it would give rise, I cannot assume the slightest responsibility." I am very sorry that you put this, as well as a great many other matters, up to Mr. Stevens, and in this particular case actually accuse him of being wrong concerning the term of notice. In the first place, as I not only told you when you were here but have also told you in letters, Mr. Stevens is not in any way responsible, nor is he the cause, for any action we have taken in any matters relating to the Berlin or Paris office, and the sooner you disabuse your mind of this idea the more pleasantly and satisfactorily will we

Mr. Thomas Graf- 3.

be able to get along. Mr. Edison and myself are the only ones responsible for anything and everything that is being done; therefore the accusations, insinuations and intimations you cast toward Mr. Stevens simply reflect back to us, and we would both much prefer getting them first-hand. In the second place, so far as the term of notice is concerned, neither Mr. Stevens, Mr. Edison nor myself have any wrong opinion, provided we have sufficient intelligence to read plain English, and of this I hope I have by this time convinced you, through sending you copy of the lease which we hold and copy of Grusser's letter relating thereto. The copy of lease was of course in German, but I do not think a mistake was made in translating it, and if we did, Grusser's letter, which was in English, plainly states that the date notice is to be given is as we interpret it in the copy of lease. I am still awaiting advice from you as to just where we stand on this lease and whether, because of notice not having been given at the proper time, we are committed to the rent until March 31, 1916.

Re paragraph 6: This is self-explanatory as far as it goes, and as your cable through Hagelin, which was received via Stockholm on October 28th, further explains about employees, I will reply to it in a separate letter and not touch further on the matter of employees' salaries, etc., in this communication.

Re paragraph 7: Regarding Mr. Grusser, I note he was entitled to six months' notice and we are therefore committed to his salary up to the end of March. Not knowing Mr. Grusser personally, I of course cannot form an opinion as to his value, but from what I have learned from people who have met him, and relying without any question on your opinion, he is undoubtedly a good man, and if conditions are such after March 31st that we can in any way employ him, we will be only too glad to do so. In one of your previous letters you said that Thorhauer and Grusser would be very glad to take over the film business for Germany, and perhaps a plan of this kind could be satisfactorily worked out, or if Thorhauer remains with us, working through the London office, we could perhaps make some satisfactory arrangement with Mr. Grusser to handle the film business in Germany and at the same time could perhaps make use of him in attending to such of our Kinetophone business as we conduct through the Kino-Teater-Gesellschaft. I do not see, however, that any definite decision can be arrived at in either one of these directions until conditions have once more become normal. In the meantime you might suggest to Mr. Grusser that he work out some kind of a proposition that he could submit to us for the handling of the picture business in Germany..

Re paragraph 8: This also is in reference to employees and salaries, and as your cable through Hagelin confirms what you say in this paragraph, acknowledgment of the cable, which will be made in a separate letter, makes it unnecessary to make any further comments in this communication.

Mr. Thomas Graf- 4.

Re paragraph 9: Your statements that Therhauer and Grusser are kept busy, etc., are self-explanatory and need no reply.

Re paragraph 10: As this simply advises that no accounts payable are being created and itemizes the only expenses, outside of salaries, which will be incurred, which expenses so far as I can see we are committed to, there is no reply required.

Yours very truly.

CHW/IWW

Vice-pres. & Gen. Mgr.

C-S-E-n

Edison General File Series

1914. Pohatcong Railroad Company [not selected] (E-14-71)

This folder contains meeting announcements relating to the Pohatcong Railroad Co. and the Warren County Warehouse Co. Both firms were affiliated with the Edison Portland Cement Co.

**Edison General File Series
1914, Politics (E-14-72)**

This folder contains correspondence and other documents concerning local and national politics. Included is a request from conservationist Gifford Pinchot, who was running for the U.S. Senate in 1914, for Edison to use his influence to persuade Henry Ford to endorse the principles of the Progressive Party. Also included is a letter from Amos R. E. Pinchot, who tried unsuccessfully to convince Edison to endorse his brother's candidacy. In addition there is a communication from Secretary of State William Jennings Bryan, along with Edison's draft response, regarding a proposed bill to prevent the "dumping" of German manufactured goods into the United States.

Less than 5 percent of the documents have been selected. The unselected material consists primarily of unsolicited correspondence with no substantive reply from Edison.

GIFFORD PINCHOT
MILFORD PIKE CO PA

*Say that this is too delicate
a matter for me to approach
Ford*

Ford, Henry

March 4, 1918

Mr. Thomas A. Edison,

East Orange, N. J.

My dear Mr. Edison:

Word has just come to me from Michigan that Henry Ford, who would be so valuable an acquisition to the Progressive Party if he would come out for the principles for which you and I stand, is still reluctant to do so. I know how vigorous your own faith is in the fight our Party is making for human welfare, and I have wondered whether it might not be possible for you to use your great influence with Ford to get him to declare himself. You will realize fully, of course, what that will mean, and that is why I venture to make the suggestion.

Sincerely yours,

Hon. Gifford Pinchot

Please send reply to
1212 Real Estate Trust Bldg.
Philadelphia

GIFFORD PINCHOT
MILFORD PIKE CO. PA

Please send reply to
1212 Real Estate Trust Bldg.,
Philadelphia, Pa.

May 5, 1914.

Mr. Thomas A. Edison,

Orange, N. J.

Dear Mr. Edison:

I can quite understand the delicacy of the matter of your approaching Mr. Ford and, therefore, I quite sympathize with your letter of April 29. My own request was based rather on an enthusiastic desire to get Ford in the work than on strong hope that it could be accomplished.

I am running for the United States Senate in Pennsylvania, and am finding a great deal of satisfaction in the work, together with the confident hope that we have a fair prospect of success.

Sincerely yours,

Gifford Pinchot

AMOS R. E. PINCHOT
COUNSELLOR AT LAW
NEW YORK
80 BROADWAY,
KNICKERBOCKER BUILDING
TELEPHONE 1267 BOSTON

May 6, 1914.

Thomas A. Edison, Esq.,
55 Duane Street,
New York City.

My dear Mr. Edison:

My brother is running for senator in Pennsylvania. Some of his friends and backers have suggested to ~~him~~ that a letter of endorsement from you, to be used in the newspapers of Pennsylvania and in his campaign book, would be of the very greatest help to him in his fight against Senator Penrose. If you would be willing to write such a letter, and have the time to do so, stating your opinion of the value of his constructive work in conservation, his character, qualifications, etc., will you send it to me. We would all of us be most grateful to you.

Very sincerely yours,

Amos Pinchot



DEPARTMENT OF STATE
WASHINGTON

September 9, 1914.

Mr. Thomas A* Edison,
Orange, New Jersey.

My dear Mr. Edison:

The receipt is acknowledged of your letter of September 1, requesting that I get my friends in Congress to pass a bill similar to the one the Canadians passed, to prevent "Dumping" by the Germans into the United States of America.

You refer to Canadian Customs Tariff, R. S. 1906, Section 12.

You state that all attempts made in the United States to start the manufacturing of any of the standard chemical productions are rendered abortive through the cutting of prices by the German manufacturers, and suggest that this unfair conduct might be prevented through a "Dumping Clause Amendment" to the American Tariff Bill.

In reply, I beg to call your attention to the fact that House Bill Number 3321, known as the Underwood Tariff Bill, as introduced in the House of Representatives April

21, 1913

21, 1913, included a "Dumping Clause" identical with that recommended by you. This provision, which was sub-section R of Section IV of the bill, was stricken out by the Senate, and in Conference the action of the Senate was adhered to; so that the Tariff Law as enacted and approved by the President does not include this "Dumping" provision.

It would seem that the present war conditions in Europe would hardly admit of the continuation of the practice complained of by you, but if it be persisted in, and you will be good enough to call my attention to the matter prior to the meeting of the next Congress in December, I would be glad to consider what, if anything, can be done by the Department in the premises.

Yours very truly,

A handwritten signature in cursive script, appearing to read "W. J. Bryan". The signature is written in dark ink and is positioned below the typed name.

[ATTACHMENT/ENCLOSURE]

[September 15]

MEADOW CROFT.

MEADOW CROFT.

My Dear Mr Bryant

I accept your letter on Dumping
Of course there ^{present into my letter} will be no

dumping while the war lasts

But I repeat that if

you want to build up
American Chemical works
now is the time to pass the
Dumping Act ^{we want them now} Nobody
will put money in works
now when they know that
when the war is over the
Germans will start the old
game and ruin them
You prevent the Standard Oil going
into a Community and running

[ATTACHMENT/ENCLOSURE]

the small refinery ~~at the~~
yet the Germans are
permitted to do the same
thing - Ed

~~I have no interest in any~~
~~chemical plants~~
~~American little wood stand~~
~~the German game it~~
~~seems almost hope~~

**Edison General File Series
1914. Port Huron (E-14-73)**

This folder contains correspondence and other documents relating to Port Huron, Michigan, where Edison lived from 1854 to 1863. Included are appeals from civic and charitable organizations and letters seeking information about Edison's childhood. The one selected item for 1914 contains reminiscences by a childhood acquaintance.

THE JOLLY ELK

A Journal for Elk - Issued Once a Month
R. F. ELDRIDGE, PUBLISHER

141 East Fifth St.

ST. PAUL, MINN.

Sept. 19,
Fourteen.

Wm. H. Mendoceroft,
Wilson Laboratory,
Orange, N. J.

Dear Sir:

At your request, under separate cover, I am forwarding you sample copies of the Jolly Elk. Any information regarding the same is yours for the asking.

The sight of the name of Thomas A. Edison has always sent a thrill thru my being, for I was born and bred up in Port Huron, Mich., and sat with Al. in school, when Mr. Crawford was teacher. More than that, I sold papers for him—the Detroit Free Press and Tribune—the first night I called out "Fort Morgan taken, with all the particulars." Those were days never to be forgotten. I am also a member of "Old Time Telegraphers' Association," of which Mr. Edison is a member. Kindly remember me to him.

With a hand-shake over the miles,

Yours very truly,

R. F. Eldridge

Mr. Edison
Is this OK?
Wm

Can't remember him perfectly,
but know him secondarily
of course

H²³

Edison General File Series
1914. Proudfoot's Commercial Agency [not selected] (E-14-74)

This folder contains commercial reports on individuals, companies,
and charitable organizations.

Edison General File Series
1914. Radio [not selected] (E-14-75)

This folder contains correspondence and other documents relating to the technical and commercial development of wireless telegraphy or radio. The items for 1914 consist primarily of unsolicited letters and news clippings.

Edison General File Series
1914. Real Estate [not selected] (E-14-76)

This folder contains correspondence relating to Edison's real estate holdings. Also included are unsolicited letters offering to sell land or construction services. Among the documents for 1914 are notices concerning mortgage payments due on Edison's property at 10 Fifth Avenue in New York City.

Edison General File Series
1914. Religion and Spiritualism (E-14-77)

This folder contains correspondence and other documents regarding Edison's opinions and widely publicized statements about immortality, theology, superstition, and related subjects. The one selected item is an undated letter from the noted spiritualist Bert Reese.

TELEPHONE 5962 RIVERIDE

CABLE ADDRESS
PUDEWITZ, NEW YORK

PROF. BERT REESE

OFFICE
230 WEST 99th ST.

SUTIE 2 AND 4

RESIDENCE
230 W. 99TH STREET

Mr Thomas Edison!

Dear Sir!

I suppose you will be kind surprised to get this letter yesterday a Swiss Swiss Gentleman came to me who received a Patent July 3rd up from Washington for a new Motor having known this Man for a few years hence this Man - he has made some arrangements with a Party as soon as he comes to get his Patent from Washington to see them but known this Man as a forger - I told him not to assist Patents sent you or the same and I promised him to take him out to you Tuesday so with you kindly let me know by return mail or by Phone whether I could come out with patent papers and drawings and bring the Man with me hoping you are well and happy and thanking you for prompt reply in advance I am
Yours

Bert Reese
230 West 99th St.

Edison General File Series
1914. Secretary [not selected] (E-14-78)

This folder contains letters of transmittal and acknowledgment, unsolicited correspondence, documents concerning the whereabouts of other documents, and other routine items relating to the duties of Edison's private secretary, Harry F. Miller, and his personal assistant, William H. Meadowcroft.

**Edison General File Series
1914. Stock and Bond Offerings (E-14-79)**

This folder contains correspondence, prospectuses, and other documents relating to the purchase of stocks and bonds. The four selected items all bear marginalia by Edison. They pertain to his own companies and to investments by his wife, Mina Miller Edison.

Less than 5 percent of the documents have been selected.

CHAS. H. JONES & CO.
INVESTMENT SECURITIES
TWENTY BROAD STREET
NEW YORK

SM 4-12-13
RADIO 444
TELEPHONE 848-8620
CABLE ADDRESS "ORIENTMENT"
HARTFIELD WALL STREET CODE
LICENR CODE

February 14, 1914.

Also 7/13

MEADOW CROFT

Mr. W. H. Meadowcroft,
Orange, N.J.

Dear Sir:

Subject to prior sale we offer
all or any part of \$5,000 Edison Portland
Cement First 6s, due 1929 at 97½, and
accrued interest.

*No market for
Cement
that we know
of*

If this offering is not of interest
to you, we would appreciate the favor conferred,
if you could inform us as to where we might be
able to secure a market for these bonds.

Awaiting your reply, we are

Very truly yours,

Chas. H. Jones & Co.
B.

WJB/EM

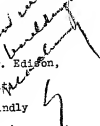
J. H. FERTIG & CO.
INVESTMENT SECURITIES
20 BROAD STREET
NEW YORK

Ans 5/13

Say

*We are meeting surplus
cash in the Co & cannot
buy the bonds—*

May 22nd, 1914.

*Over 5 times the value of the
bonds have already
been invested in
building & *

Mr. H. F. Miller, Sec.,
Thos. A. Edison, Inc.,
Orange, N. J.

Dear Sir—

Recently we offered you for Mr. Edison,

\$5000. Edison Storage Battery Co. 5's, at 90 *flashed*

We write to ask if you will kindly
make us a bid for these bonds if the above price is
not satisfactory.

Yours very truly,

J. H. Fertig & Company,

Per *W. S. Hall*

ESTABLISHED 1865

E. CLARENCE MILLER
WALTER H. LIPPINCOTT
EDWARD C. GALE
HENRY D. WIEAND

MEMBERS OF THE PHILADELPHIA AND NEW YORK STOCK EXCHANGES

BIOREN & CO.
BANKERS
314 CHESTNUT STREET

PHILADELPHIA

Oct. 30, 1912

Thomas A. Edison, Esq.,

East Orange, N.J.,

Dear Sir:-

Some considerable time ago you
were making inquiry for offerings of the Edison
Storage Battery 5% bonds.

If you are still interested in their
purchase we believe that the present would be a
good opportunity to take up some of these bonds
and we would be much pleased to hear what price you
are willing to pay.

Very truly yours,

Charles D. Bioren

ECM/z.

*Mr Edison
Rich. H. Byrd wants
to buy some. This
dead now. He may have written
H.M.*

1 small 1/4

*Harry Wilson
who was
there*

**Edison General File Series
1914. Telephone [not selected] (E-14-80)**

This folder contains routine unsolicited correspondence seeking Edison's advice, information, or assistance on matters relating to telephones. None of the letters received a substantive response from Edison.

**Edison General File Series
1914. Telescribe (E-14-81)**

This folder contains correspondence and other documents relating to Edison's Telescribe, a device for recording telephone conversations. Included are two letters from October 1914 pertaining to the commercial introduction of the machine. Also included are minutes of the Dictating Machine Committee, chaired by William Maxwell, second vice president of Thomas A. Edison, Inc.

Approximately 80 percent of the documents have been selected.

NATIONAL ELECTRIC LIGHT ASSOCIATION

HOLTON H. ROOTS President
New York

H. W. LLOYD Vice President
Chicago, Ill.

H. A. WAGNER Vice President
Baltimore, Md.

L. D. GILLES Vice President
Boston, Mass.

J. S. HILKOWSKI Vice President
Columbus, Ga.

T. COMBES Vice President
New York

H. A. McVALL Secretary
New York

H. HILLMAN Assistant Secretary and Treasurer
New York

H. HILLMAN Assistant Secretary and Treasurer
New York

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H. HILLMAN Assistant Secretary and Treasurer
New York



20 West Twenty-Ninth Street
New York
Telephone Number
4000 HERALD

MICROSCOPIC COMMITTEE

James H. Rouse

H. O. Adams

J. H. Adams

J. H. Adams

J. H. Adams

J. H. Adams

J. H. Adams

J. H. Adams

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J. H. Adams

J. H. Adams

New York, October 2, 1914.

W. H. Meadowcroft, Esq.,
Edison Testing Laboratories,
Orange, N.J.

My dear Meadowcroft:

I have your esteemed favor of October 1st and beg to thank you for the interesting data with regard to the Telescribe. I shall be glad to make note of this in my review, and I assume that there is no objection to the further use of the article with the photograph in a publicity way.

With regard to my boy, I am pleased to say that his eyes are now in better shape as the result of the operation. He has been away at the farm for nearly five months, but I am expecting him and my wife home tomorrow.

With regards,

Yours truly,

FSP

October 26, 1914.

Mr. Raymond I. Bried,
311 Terrace Street,
Honesdale, Pa.

Dear Sir:

The Bureau of Information, Society for Electrical Development, New York City, have communicated to us your desire for information in connection with Mr. Edison's new invention, the Telescribe, recently announced.

It is a pleasure to send you an article we have prepared to describe the device, and we might mention that among the large number of articles that have recently appeared in the Press concerning it, you would find those which occurred in the following publications on the dates given interesting and instructive:

Electrical World - Issue of Oct. 10th
Scientific American - " " Sept. 12th
Office Appliances Magazine - Sept. Issue
The Talking Mach. World - Issue of Sept. 15th
The Rotarian - October Issue.

Account of the far reaching effect the Telescribe will have upon the business world and telephone industry, through placing the latter in a far more useful position to humanity, we consider the Telescribe to be one of Mr. Edison's most remarkable accomplishments. It is interesting to note that the world has awaited his genius to fulfill this, his last prophecy for the utility of the phonograph, made by him in 1878 at the time of its original announcement.

It is fitting that this final perfection of the telephone and the phonograph should be made by the man who is responsible for the inception and perfection of the phonograph and the perfection of the telephone.

Thanking you for your interest, we are
Very truly yours,
THOMAS A. EDISON, INCORPORATED,

THIRD VICE PRESIDENT.

LMS.

Mr. Edison

Minutes of a Special Meeting
of the
Dictating Machine Committee
Held January 13, 1914
at 2:00 P. M.
In the Executive Committee Room.

Present: Messrs. L. C. McChesney, Durand, Leonard and Maxwell.
Absent: Mr. Stevens. Mr. W. C. Calkins also attended.

Mr. Maxwell referred to memorandum from Mr. Edison to the effect that the latter questioned the wisdom of advertising an article like the Edison Dictating Machine in the Saturday Evening Post, on the ground that big business men don't read it. Mr. Edison is of the opinion that Iron Age, American Machinist and other trade papers that are carefully read by executives are the ones in which to advertise.

Mr. Maxwell inquired what Mr. Durand's experience had been on the following point: Does the interest in the dictating machine idea usually originate with one of the chief executives or with some subordinate. Mr. Durand stated that as a rule the idea starts with a subordinate who wants to earn the credit of suggesting a means of economy and efficiency in the office. There followed a discussion as to the way in which trade papers are read and the people by whom they are read. It was suggested that a trade paper like Iron Age, for example, is read for the metal market, but there is some question as to whether the advertising is carefully scanned.

Mr. Maxwell stated that he thought Dun's Review reaches a pretty high class lot of executives. Mr. McChesney stated that we have made arrangements to do some advertising in this publication. Other financial papers were discussed, but it is felt that there is considerable waste circulation there, because they are largely read by those whose interest in financial matters is solely professional and who would not be extensive users, if users at all, of dictating machines.

The Journal of Commerce, New York City, was mentioned as a good medium. Mr. Durand stated that this is more or less of a New York City organ and that if we used it, distributors in other cities would demand that we advertise in their local papers, which of course is out of the question.

Mr. Durand stated that as the next four months are ordinarily the best four months in the year for the dictating machine business, and as our distributors are very well satisfied with the Saturday Evening Post campaign, he would like to continue it until May 1st, because to stop now, in his opinion, would have a rather disorganizing effect on the distributors.

Mr. W. C. Calkins thought that he could get an analysis of the Saturday Evening Post circulation, and it was suggested that he do so. It was the opinion of the Committee that while the Post undoubtedly has a lot of circulation among laboring men and others, it nevertheless has an enormous circulation among business men and particularly the minor department heads, etc. who, it has been Mr. Durand's experience, are the ones who ordinarily start to agitate the dictating machine idea in an organization. As soon as Mr. Calkins submits statistics concerning the Post, the matter will receive further consideration.

Mr. Durand brought up the question of getting out a new catalog or booklet, "The Goose, The Typewriter and The Wizard" having now been in use for about two years. Decided to have Calkins & Holden submit copy for a new booklet. Mr. Maxwell suggested that inasmuch as the Dictaphone people are doing a good deal of price cutting on their old models, it would be a good idea in writing the copy for this booklet to talk about the Edison in such a way that the reader of the booklet will expect the Edison to be higher priced than the other. If this thought can be conveyed it will lessen the effect of price concessions made by the other people. He explained his experience with this in another line, and Mr. Calkins said he thought he had the idea and would try to work it out in the booklet.

Mr. Durand brought up the question of making an exhibit at the Efficiency Exposition which will be held at the New Grand Central Palace, New York, on April 4th. It was the opinion of the Committee that this is a good exposition in which to make an exhibit. Mr. Seely will take care of the exhibit if we will pay for the space. The space costs \$280.80 and Mr. Durand has chosen a good location. Decided that we ought to go ahead with this proposition because the Efficiency Society has the support and cooperation of a large number of big manufacturers and others.

W. Maxwell

Chairman.

AM.

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming and Hutchison.

W. Edison

Minutes of the 22nd Meeting
of the
Dictating Machine Committee
Held June 18, 1914
at 8:00 P. M.
In the Executive Committee Room.

W

Present: Messrs. L. C. McChesney, Brown, Durand and Maxwell.
Absent: Mr. Stevens.

Mr. Durand submitted the following

memorandum:

PROPOSITION: To allow \$10 against distributor's local advertising for each competition machine in active use replaced by an Edison and taken back by the distributor, and returned to us. This expenditure not to be connected with our advertising proposition, but to be considered only as a sales plan to encourage these exchanges without the abuse which we believe would attend an immediate cash allowance for a returned competitive machine.

ARGUMENT: Competitors are now making replacements of Edison machines which creates comment, because few competition plants are replaced by our distributors; this is occasioned by the smaller discount (40%) which they work with, against the Dictaphone jobbing discount (55%) allowed to their stores.

We have never allowed cash credit for returned competition machinee - (1) because the opportunities for abuse of the plan were apparent; (2) because the cases calling for this action were not as many as now when old machines are wearing out.

An advertising allowance, however, seems very logical reward for this enterprise in replacing competition machines.

First. Advertising allowances do not offer the same encouragement as cash allowances to those who might dishonestly report exchanged machines.

Second. Whatever the effect of the plan, the money would be spent for publicity, which cannot be considered unnecessary.

Third. The practice of publicity originating with and paid for by the distributors is to be encouraged.

Our present Factory Exchange plan allows \$10 for Old Edisons; a competition machine allowance of the same amount can therefore be considered in the same class in regard to enterprise and remaining profit."

Mr. Maxwell stated that he is in favor of the proposed allowance but believes that distributors should be required to spend it in newspaper advertising exclusively, for anything outside of this would be difficult to check and might encourage distributors to try to charge up to us items that were not properly allowable. Mr. Durand pointed out that some distributors, such as Seely of New York, could use their allowance money to better advantage in giving exhibits at business shows, etc. Mr. McCleskey agreed with Mr. Maxwell that unless the allowance is confined to newspaper advertising, distributors will charge up a good deal of expense that does not properly come under the head of advertising and promotion work. Mr. Durand believes that a letter could be written which would expressly define the kind of expenditures chargeable to this allowance, and excluding such things as entertainment and other items that cannot be properly checked. He thought it would be proper to permit the cost of a dealer's circularizing to be charged against his allowance. Mr. Maxwell thought that circularizing expenditures would be hard to check. Mr. Maxwell requested Mr. Durand to prepare such a letter as the latter thought would cover the case properly and submit it to him. Meanwhile Mr. Maxwell will discuss the matter with Mr. Wilson.

W. Maxwell
Chairman.

AM

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Bokert, Laeming and Hutchison.

Wm. Edison

Minutes of the 23rd Meeting
of the
Dictating Machine Committee--
Held August 12, 1914
at 2:00 P. M. *Wm*

Present: Messrs. Darand, Holland and Maxwell. Absent: Messrs.
Brown, L. C. McChesney and Stevens.

Mr. Darand submitted the following memorandum in regard to the TELESCHINE:

"Over four years ago Mr. EDISON was interested in the possibilities of recording and reproducing through telephonic connections with the Dictating Machine. Now we have this device perfected and have named it the T E L E S C R I B E."

"The whole subject is of vital interest to the future of Voicewriting. The present art seems impossible of improvement along the lines of direct physical recording. By electrical means we magnify and intensify the voice which leads to an extended and more popular use of the Dictating Machine, now unfortunately sold at a figure so small as to be out of proportion to the expense of selling and service."

"Additional interest is added by Mr. Edison's historical prediction for the application of the Phonograph; in his first description of the invention, published in '73 in the North American Review, Mr. Edison enumerated ten important uses for the machine; the tenth and only unaccomplished use today, is "its combination with the telephone, making that instrument a matter of record instead of limiting its use only to conversational chit-chat".

"At first, our efforts were necessarily devoted to the technique of micro-phone recording as a basis for the application of the new art. The possibilities of commercial use then opened along three lines:"

1. Recording at a distance from the machine with attendant convenience and comfort;
2. Reproduction from low records which when magnified can be heard without the use of the objectionable hearing tubes;
3. Commercial Telephone conversations could be recorded, the Dictating Machine being connected with the desk instrument so as to act as an "eavesdropper" on the line.

"Avoiding a Disturbance of Business:

After careful thought it has been considered unwise to introduce the Telescribe for general dictation purposes among business houses, which would immediately require the convenience of speaking at a distance from the machine but might object to the additional price, and they would certainly have difficulty in obtaining the service from a new instrument with untrained mechanics. The change would be too sudden because it would at once be popular."

"The plan suggested, and for which we are prepared with models for manufacture, is a TELEScribe for recording commercial telephone conversation as explained in article three in the foregoing."

"This device would be outside the correspondence departments using the Dictating Machine, and while it will have a large and popular application, its introduction will not disturb our Dictating Machine business already established."

"The Telescribe for Telephone Conversations.

While we do not expect an endorsement of the Bell Telephone Company, we anticipate they will not object to our device. Mr. J. J. Carty, Chief Engineer of that Company was recently entertained at Orange and witnessed a demonstration, in which it was impressed upon him that we practically made no connections on the Telephone Company's lines or instruments."

"The various uses of telephone conversation telescribing are anticipated as follows:

1. Verification of important telephone messages. Many brokers, for instance, now spend several thousand dollars per month for telephone calls with no records left in their office to contradict errors in commission.
2. Every Telephone Switchboard will require telescribes; their Complaint Department is now conducted in written reports which are unsatisfactory when reported to managers of their Exchanges for action with the public.
3. The "Wax Witness" is the missing link; the telephone is now the fastest means of communication with the bad factor of "loose business" in

the transaction, because there is no record of promises, or quotations upon which business is transacted. It is our prediction that confirming letters of conversation on the telephone when marked "Telescribed" will cause a wide purchase by all communicating parties; by this advertisement the sales should be many."

"Telescribe Price \$100 List above E.D.M."

We propose to charge this price in anticipation of the limited number of the Telescribes that will be sold to each business house. Probably only one would be required in an office building like ours. For this net price of \$60 to the trade we can produce a highly finished instrument in attractive leather case that will "look the value" and leave us a handsome profit."

"Summary."

These are our recommendations:"

1. Introduce the Telescribe for recording commercial telephone conversations. This will give the trade an opportunity to study the telephone mechanism before further application of its principles to correspondence work which is a more difficult problem, because it deals with personalities, service, and comparisons with competitors' prices on appliances not so highly developed.

2. Demonstrate a model at the Chicago Business Show on September 5th; in this way we will obtain a line on its anticipated popularity and secure the priority of advertisement which Edison deserves.

Respectfully submitted,

Dictating Machine Department,

August 19, 1914

Nelson C. Durand."

Mr. Maxwell inquired as to the cost of the apparatus. Mr. Durand stated that the exact cost has not yet been determined, and explained that he really did not desire to establish a selling price at the present time, but did wish to exhibit the Telescribe more or less privately during the Chicago Business Show next month, at which time he plans to say in a general way that we hope to be able to sell the apparatus for \$100.

Mr. Maxwell inquired concerning the machines that are being made at the Laboratory, and Mr. Holland stated that it would be some little time before they are completed.

It was the opinion of all present that it is yet entirely too early to consider what quantity should be ordered when the first manufacturing order is put through.

There followed an extended discussion of various uses to which the Telescribe is probably adapted. Mr. Maxwell agreed with Mr. Durand that the Chicago Business Show would probably give us some idea of how this instrument is going to be received, and he believes that Mr. Durand's ideas for handling the proposition, as set forth in his memorandum, are sound. Decided therefore to adopt the methods outlined in Mr. Durand's memorandum except, however, that no list price shall be established at the present time.

W. Maxwell
Chairman.

AM

Copies to all committee members and to Messrs. Edison, Wilson, Berggren, Eckert, Leeming, and Hatchison.

Mr. Edison *WAG*
Minutes of the 4th Meeting
of the
Dictating Machine Committee
Held September 28, 1914.

Present: Messrs. Durand and Maxwell. Absent: Messrs. Stevens,
L. C. McChernoy and Brown.

Mr. Durand submitted the following memorandum
which was made the subject of discussion:

Mr. W. Maxwell
Chairman Dictating Machine Committee.

Dear Sir:-

At the last Committee meeting you decided we
might show the Telescribe (the instrument for recording
telephone messages) at our Chicago Show. As you know,
we have done this, and have also demonstrated in several
other cities besides Chicago, receiving considerable
newspaper publicity.

Our object in doing this was to feel out the
general popularity of the device, and ascertain whether
our suggested price of \$200 for the Dictating Machine
and Telephone Amplifying device complete, was about the
right figure.

I am able to report that everything looks very
favorable for the sale of the Telescribe along the lines
we originated. Our model seems to be successful in every
way, and the public consider the price of \$200 for an
instrument of this kind is not excessive, because prac-
tically one of them would do in a large office.

We have gone ahead with our drawings of the
Telescribe, which are now practically complete. We are
in a position to start manufacture on the device at an
early date if our Committee passes upon it, and I feel
sure Mr. Edison has a considerable interest in the
Telescribe so he will approve of its production at as
early a date as possible.

The price of \$200 for the Telescribe practically
gives us \$100 for the Telephone Amplifying device, and
there could be no question about this being a very ample
allowance, which will give added profit to this Depart-
ment, and at the same time provide our distributors with
a unique canvassing feature, which will put money in their
pockets, and help the sale of our regular product.

Furthermore, I have taken pains to have Mr. Leeming secure an estimate of the cost of tools for the Telescribe, and his report is an approximate charge of \$800. At the figure we intend to charge for the Telescribe you can see we would practically only have to sell twenty or twenty-five Telescribes to cover this initial cost, and I am sure that a sale of several hundred awaits us as soon as we can make delivery.

Will you kindly place a memorandum of the above data in the form of Committee notes, and arrange for us, if anything further has to be done, to proceed with the manufacture of the Telescribe at once.

Yours very respectfully,

Durand."

At the request of Mr. Maxwell, Mr. Durand had Mr. Redfearn confirm the cost of the Telescribe as approximately \$25 to Thomas A. Edison, Inc. Mr. Nicolai also confirmed the estimate of \$800 on the cost of the tools.

Mr. Maxwell inquired what Mr. Durand's idea was as to a shop order, and Mr. Durand stated that he thought the shop order ought to be 500 - putting through, however, only 50 of the important large parts and 500 of the small ones. It was pointed out by Mr. Durand that in this way we practically run no risk of having dead stock, but do have the advantage that production can be easily increased if all goes well.

Decided after further consideration that Mr. Durand's plans in regard to the Telescribe, as set forth in his memorandum, merit approval.

W. Maxwell
Chairman.

Copies to all committee members and to Messrs. Edison, Wilson, Borggren, Eckert, Leeming and Hutchison.

Mr. Gilman
W
Minutes of a Special Meeting
of the
Dictating Machine Committee
Held November 13, 1914
in Mr. Maxwell's Office.
at 2:00 P. M.

Present: Messrs. L. C. McChesney, Brown, Durand and Maxwell.

Mr. McChesney was requested to submit a list of the magazines in which we are now advertising the Dictating Machine and the amount that we are spending per year. The following list was submitted:

American Agency Bulletin	\$ 100
National Shorthand Association	100
Mileage	240
Office Appliances	230
Printers' Ink	720
Rotarian	480
System	<u>2480</u>
	\$4350.

Mr. Durand stated that he fully realizes the need for extreme economy until conditions become better, but that he thought it would be hazardous for him to reduce his traveling force. In Mr. Durand's opinion, the five traveling men who are now employed are particularly needed at the present time as police-men to keep our distributors from lying down, and the immediate saving resulting from laying off some of the traveling men might, and very probably would, be offset by the loss resulting from distributors lying down or quitting.

With reference to circularizing, Mr. Durand stated that the system in vogue of requiring distributors to furnish us the names of business houses for circularizing purposes enables us to keep after the distributors, and affords us about the only opportunity we have to exercise any control over them. Furthermore, it is a tangible thing that the distributors see we are doing for them, and if we were to discontinue even temporarily, he believes it would have a very bad moral effect on the distributors. Mr. Durand is of the opinion that we can discontinue our present advertising for a few months with less serious consequences than any other economy that we could put into effect.

Mr. Maxwell stated that he had already discussed this matter with Mr. Durand at some length and is fully convinced that we ought not to discontinue the circularizing, and believes Mr. Durand is right in regard to the traveling men.

After discussion it was decided that we will, until further notice, cut out all of our present advertising except

in the American Agency Bulletin and the National Shorthand Association where we are obligated under yearly contracts which have not yet expired.

This temporary discontinuance of advertising will mean a saving of about \$345 per month.

W. Maxwell
Chairman.

Copies to all committee members and to Messrs.
Edison, Wilson, Berggren, Bokert, Leeming and Hutchinson.

Edison General File Series
1914. Thomas A. Edison, Inc. - General (E-14-82)

This folder contains correspondence and other documents relating to the organization and administration of Thomas A. Edison, Inc. and its constituent concerns. Among the documents for 1914 is a list of departments as of March 1, 1914, along with an attached list, possibly dating from 1912, of general expense classifications and "definitions of accounts." Also included are undated lists of foremen of the departments of TAE Inc. and the Edison Phonograph Works. In addition, there are items pertaining to complaints about air and water pollution from the phonograph and battery works and a report concerning construction work on the battery plant in Silver Lake, New Jersey.

Approximately 50 percent of the documents have been selected. The material not selected includes accounting statements and routine periodic reports.

DEPARTMENTS.

Revised - March 1st, 1914.

<u>Open.</u>	<u>Works.</u>	<u>Incorporated.</u>	<u>Both Companies.</u>
	1. Bates Numbering Machine	2. Disc Blank Making	
	3. Cabinet Making	4. Disc Mould Preliminary	
	5. Sapphire		
	6. Speaker Assembling		
	7. Speaker Parts		
	8. Japan Cleaning		
	9. Phonograph Assembling		
	10. " Packing		
	11. " Testing		
	12. Wax Making		
		13. Musical Record Moulding	
		14. Disc Record Moulding	
		15. Master Mould Making	
	16. P.K. Assembling	16. Positive Film Mfg.	
		17. Professional Film Mfg.	
		18. B.A. Inspection	
	19. Drill Press		
	20. Gear Cutting		
	21. Grinding		
	22. Tapaning		
	23. Jobbing		
	24. Lathe		

Open.

Works.

Incorporated.

Both Companies.

- 25. Nickel Buffing
- 26. Nickel Plating
- 27. Polishing & Buffing
- 28. Punch Press
- 29. Screw Machine

30. Battery Plant

- 31. Blacksmith
- 32. Box-making

33

34. Record Stock & Packing

35. Home Model Positive Film Mfg.

36. Photo. Blocking & Final Equipment

- 37. Payroll
- 38. Advertising & Printed Forms Stock
- 39. Draughting & Listing
- 40. Painting
- 41. Electrical & Millwright
- 42. Chemical Lab.
- 43. Carpenter Shop
- 44. Yard

45. Tool Stock

46. Tinsmith & Plumbing

I	Open.	Works.	Incorporated.	Both Companies.
		47. Tool-making	48. Record production, receiving & stock	49. Production, receiving & stock
50				51. Purchasing
				52. Order
				53. Aylesworth - Lab.
				54. Shipping
				55. Traffic
				56. Administrative
	57. Power Plant			58. Non-Divisible
			59. Stationery Stock	60. Officials
		✓ 61. Credit		
		✓ 62. Legal		
		✓ 63. Advertising		✓ 64. Transcribing
				✓ 65. Miscellaneous
			66. Kinetoscope and Film	
			67. Battery	
	68. Bates Numbering Machine			
			69. Dictating Mach. Sales	

Open.	Works.	Incorporated.	Both Companies.
		70. Amusement Photo Sales	
		71. H.P. Kinet. & Film Sales	
		72. Electric Motor Sales	
		73. Kinetophone Sales	
74.			
75.			
76.			
77.			
78.			
79.			
	<i>Just Metal</i>		
	80. Steel Nickel Working		
81.		<i>81. Wire Mould Running</i>	
	82. Copper Plating & Dipping		
	83. Electric Motor		
	84. Diamond Grinding		
		85. Film Inspection	
		86. Blue Amberol Record	
		87. Kinetophone Film Mfg.	
	<i>Screen</i>		
	88. P. K. Screen		
		89. Recording	
	90. Ice Plant		
		91. Gas Plant	
		92. Water Plant	
			93. Silver Lake Warehouse
		94. Raw & Finished Film Stock.	

Open.

Works.

Incorporated.

Both Companies.

~~95.~~

96.

97.

98.

99.

95. Mould Hand B

100. Blank Shaving

101. Disc Wax Sub. Master
Moulding

102. Cyl. Wax Sub. Master
Moulding

The Following Pages Are the Best Available

[ATTACHMENT/ENCLOSURE]

DEPARTMENTS

(Revised June 12th, 1912)

PRODUCTIVE

- | | |
|-------------------------------|-------------------------------|
| 1 Latex Machining Machine | 25 Nickel Plating |
| 2 Calligraphic Machine | 26 " Plating |
| 3 " " " " | 27 Polishing & Buffing |
| 4 " " " " | 28 Lunch Room |
| 5 Lampshade | 29 Screen Machine |
| 6 Rubber Assembly | 30 Battery Plant |
| 7 " " " " | 31 Blacksmith |
| 8 Japan Coating | 32 Box Making |
| 9 Photograph Assembly | 33 Battery & Kineto Packing |
| 10 " " " " | 34 Record & Phonograph Record |
| 11 " " " " | 35 Office Packing Dept. |
| 12 Wax Making | 36 Wax Metal Positive Film |
| 13 Metal Screen Machine | 37 Photograph Packing & Seal |
| 14 Metal Screen Machine | 38 Equipment Dept. |
| 15 Metal Screen Machine | 39 Metal Working |
| 16 P. K. Assembly | 40 Camera Cabinet |
| 17 Positive Film Plant | 41 Copper Plating & Dipping |
| 18 Record Inspection & Screen | 42 Electric Motor |
| 19 Film Press | 43 Diamond Grinding |
| 20 Saw Cutting | 44 " " " " |
| 21 Grinding | 45 " " " " |
| 22 Japanning | 46 Kineto Phone Film |
| 23 Lathing | 47 P. K. Screen Dept. |
| 24 Latex | 48 Recording Dept. |

NON-PRODUCTIVE, MAJORITY ADMINISTRATIVE

- | | |
|---------------------------------|-----------------------------------|
| 49 Saw Mill Plant | 50 Bookbinding, Cost, P.R. |
| 51 Assembly Plant | 51 Auditing & Billing Dept. |
| 52 Stock Room | 52 Purchasing |
| 53 Lathing & Milling | 53 Order |
| 54 Polishing | 54 Aylenworth Laboratory |
| 55 Electrical & Millwright | 55 Rinsing |
| 56 Chemical Laboratory | 56 Traffic |
| 57 Carpenter Shop | 57 Administrative |
| 58 Yard | 58 Paper Plant |
| 59 Tool Stock | 59 Non-Visible items that can |
| 60 Tinsmith & Plumbing | not be charged to any Dept. |
| 61 Tool Making | |
| 62 Record Stock | 63 Stationery Stock Dept. |
| 63 Productive-Receiving & Stock | 64 Ice Plant |
| | 65 Gas Plant |
| | 66 Stable, Transportation, Garage |

Executive & Selling

- | | |
|-------------------------|------------------------------|
| 67 Officials | 67 Battery |
| 68 Credit | 68 Latex Machining Machine |
| 69 Legal | 69 Business Photograph Sales |
| 70 Advertising | 70 Insurance |
| 71 Transcribing | 71 Home Model Projective |
| 72 Miscellaneous | Kineto & Film |
| 73 Miscellaneous & Film | 72 Electric Motor Sales |
| | 73 Kineto Phone Sales |

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[ATTACHMENT/ENCLOSURE]

GENERAL EXPENSE CLASSIFICATION

The underlying principles govern all this class of expenses are:

NOTE I: The distribution of "expense" disbursements primarily according to accounts the titles of which indicate the functions of labor and the nature of other expenses, and secondarily according to the Department in which, or for account of which, they are incurred.

NOTE IV: All non productive Department expenses pro-rated among the productive Departments on basis uniform to each factory.

NOTE V: Concentration of all indirect charges of the Departments which produce tangible material, supplies; and the scientific, technical, and other charges of which each product bears a proportionate share.

NOTE VI: The allocation of expense results in a ready means of locating without special clerical effort or unusual or abnormal expense.

NOTE VII: The expenses of Executive and Judicial Departments are absorbed by adding to the factory cost on a percent age basis arrived at by determining what percentage the total expenses of these Departments for a given time bears to the factory cost of product for the same period.

[ATTACHMENT/ENCLOSURE]

DEFINITION OF ACCOUNTS

100 OFFICIALS

Includes salaries of the officers of the Company.

101 HEADS OF DEPARTMENTS & EXECUTIVE EMPLOYEES

Includes the salaries of those in charge of the Selling & Executive Department outside of the Factory Organization.

102 FACTORY SUPERVISION

Includes salaries of General Manager, Assistant Manager, General Superintendent, Assistant Superintendent, General Foreman, Assistant Foreman, Head Milling Clerk, Head Cost Clerk, Head Receiving Clerk, Warehouse Clerk, Head Shipyard Clerk, Invoice Manager, Assistant to Invoice Manager, Purchasing Agent and Assistant to Purchasing Agent.

103 CLERKS

Includes salaries of all clerks, exclusive of stock clerks, who are charged to account #107 (Stock Clerks) and those not otherwise provided for.

104 OFFICE BOYS & MESSENGERS

Includes salaries of office boys and messengers employed in mail deliveries and in junior service generally throughout the factory and offices.

105 LABORER-HELPERS AND TRANSPORTERS

Includes salaries of all laborers, helpers, transporters, etc., being stenographers or janitors, etc.

106 JANITORS, PORTERS & ELEVATORMEN

Includes wages of Janitors and men engaged in caring for toilet rooms and cleaning offices, and running elevators.

107 STOCK CLERKS

Includes salaries of clerks located in store rooms who receive and take in material, checking and recording same.

[ATTACHMENT/ENCLOSURE]

108 LABORERS

Includes wages of all miscellaneous unskilled labor not otherwise provided for in this classification.

109 WATCHMEN & GATEMEN

Includes wages of watchmen and gatemen.

110 ADVERTISING

Covers cost of all forms & publications issued by the Advertising Department direct to the trade, including the cost of printing such forms also other expenses in connection with advertising.

111 PRINTING & STATIONERY

Includes purchase of all stationery & cost of printing factory and office forms. Following is a list of the principal items.

Binders	Paper boxes
Blank Books	Paper Clips
Blank Cards	Paper cutters
Blank Pads	Paper fasteners
Blotters	Paper weights
Bristol board	Parchment
Cardboard	Paste
Copy books	Pencils
Carbon paper	Pen Holders
Crayons	Pens
Clips (fasteners)	Pen racks
Envelopes (all)	Pins
Erasers	Printed forms
Eyelots	Rubber stamps
Fasteners	Rubber bands
Filing boxes	Rulers
Indices	Ruling Pens
Ink	Scrap books
Ink Pads	Seals
Ink stands	Sealing Wax
Ink eradicator	Staples
Legal cap paper	Sponges
Mucilage	Sponge cups
Manifold papers	Stamps (impression)
Memo books	Tablets
Mucilage bottles	Tape
Note books	Tissue paper (blank)
Oil paper	Tracing paper
Pads	Tracing cloth
Paper (blank)	Typewriter ribbons

[ATTACHMENT/ENCLOSURE]

FOR INFORMATION

1. All of the amounts paid in respect of the following: fire, theft and burglary, and other losses on the premises, shall be paid to the insured by the insurer, and shall be deemed to be a contribution to the cost of the premises, and shall be included in the cost of the premises for the purpose of the valuation of the premises.

2. THE INSURANCE POLICY

The insurance policy shall be a contract of insurance, and shall be subject to the terms and conditions of the policy.

1. The insurance policy shall be a contract of insurance, and shall be subject to the terms and conditions of the policy.

2. The insurance policy shall be a contract of insurance, and shall be subject to the terms and conditions of the policy.

3. The insurance policy shall be a contract of insurance, and shall be subject to the terms and conditions of the policy.

4. The insurance policy shall be a contract of insurance, and shall be subject to the terms and conditions of the policy.

[ATTACHMENT/ENCLOSURE]

OF THE 37th 31st

[ATTACHMENT/ENCLOSURE]

100. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

101. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

102. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

103. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

104. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

105. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

106. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

107. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

108. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

109. TRAVEL EXPENSES

Self Explanation

110. TRAVEL EXPENSES

Self Explanation

111. TRAVEL EXPENSES

Includes expenses for travel, including transportation, meals, and lodging, incurred by the employee while on duty.

[ATTACHMENT/ENCLOSURE]

189. HORSE & CARTAGE

Includes expenses in connection with horses and carriages of our own and the hire of stablemen, also repairs to wagons and trucks. Also includes any outside draying or trucking to any hire.

190. TRUCK & AUTOMOBILE SERVICE

Includes wages paid garage men, chauffeurs and the cost of all supplies used in operation of automobile trucks and cars, such as renewal of batteries, gasoline, tires, oil, valves, brake tools, also repairs and liability insurance covering automobiles.

191. EMPLOYEE TRAINING

Includes cost of all voluntary education to employees and other employees, also all costs to disabled employees and their families.

192. LEGAL EXPENSES

Includes all amounts paid for legal attorneys and retainers or for services in litigation, settlements, etc., also court fees, traveling expenses and time of witnesses, etc.

Note 1: Does not include legal expenses in connection with injuries to persons, which are chargeable to account #180 (Insurance).

193. INTEREST AND DISCOUNT

Covers all charges for interest we have to pay on borrowed money and discount we pay here to pay for on notes and also credited with the interest we will receive from our customers and the amounts of discount for the purchase of goods.

194. INSURANCE

Includes cost of all insurance except insurance incidental to operation of power plant.

Note 1: Conforming with the beginning of the fiscal year, charges to this account will be made monthly by journal entry, the offsetting credit will be "Insurance Premium Advances". The estimate net cost of premiums is to be taken up monthly and adjustments will be made from time to time based upon actual net cost of premiums when ascertained. Vouchers in payment of Insurance Premiums will be charged direct to "Insurance Premium Advances". By so doing the amount of insurance for a whole year will be

[ATTACHMENT/ENCLOSURE]

(Insurance continued)

(Note: 1) Collectively distributed monthly by month instead of at the end of one month. May be changed with the twelve month insurance and thereby show an annual expense for that particular month.

181 FIRE DEPARTMENT

Includes salary of Chief and his assistants of the Secondary Fire Department, also of honorary members for attending Fire Department, entering alarm calls and any other expense connected with the Fire Dept.

182 REPAIRS

Includes all repairs for repair of property. Includes also all repairs for repair of property. Includes also all repairs for repair of property.

183 REPAIRS

Includes all repairs for repair of property. Includes also all repairs for repair of property. Includes also all repairs for repair of property.

Note: 1) The expense for the repair of the property. Includes also all repairs for repair of property. Includes also all repairs for repair of property. Includes also all repairs for repair of property.

184 REPAIRS OF INVESTMENTS & OTHER ASSETS

Includes all repairs for repair of property. Includes also all repairs for repair of property. Includes also all repairs for repair of property.

185 REPAIRS OF INVESTMENTS & OTHER ASSETS

Covers all expenses for repair of property. Includes also all repairs for repair of property. Includes also all repairs for repair of property.

186 REPAIRS OF INVESTMENTS & OTHER ASSETS

This item covers salaries and expenses of our representatives located at above Company's offices for our interest.

[ATTACHMENT/ENCLOSURE]

127 INCOMING SHIPMENTS

To cover all expenses in connection with incoming shipments such as boxes, cartons, crates, etc.

128 MOVING EXPENSES

To cover all expenses in connection with moving of Departments from one building to another or from one part of a building to another part of same building, also all expenses in connection with moving of buildings from one location to another.

129 M. V. OFFICE MAINTENANCE

To cover net expense in connection with building located at 310 Fifth Avenue, N. Y. C. These expenses will be paid upon billings as rendered.

130 TRAVEL AND COMPANY'S ACCOMMODATION WORK

To cover all work of an expense nature that we do for travel of our affiliated Company all work to be done as special shop orders.

131 EDUCATIONAL EXPENSE

To cover all expenditures in connection with this class of work on photographs or moving pictures, such expenditures to include traveling expenses of employees attending educational conventions or exhibitions, and salaries of employees engaged in this class of work.

132 PRELIMINARY MASTER RECORD EXPENSE

This account is to cover expenses for travel in connection with the preliminary arrangements for an artist relative to making of a talent contract, or otherwise, when for regular work.

Also all expenses in connection with making a trial record, including traveling, hotel, payments to talent, freight for forwarding records, etc. Regarding this last item, if it necessitates making an extended trip, the salaries of employees making such trips should be charged to this account also.

133 to 136 inclusive. Used for future use.

[ATTACHMENT/ENCLOSURE]

147 ARTISTS' MATERIALS

Covers, signs, or labels, bookends, booklets, paper, ink, and supplies, as well as the types of illustrations and also the making, repairing, labor and material in connection with taking and repairing pictures. Special shop orders must be issued for every special job. This stamping shop order is to be used for all work and cannot be changed to any other work.

148 EXPERIMENTAL MATERIAL

The cover labor and material in connection with experimental and development work. Special shop orders must be issued for all work of this nature. The cover order must be issued for all work of this nature and cannot be changed to any other work.

149 DISCONTINUED MATERIAL OR OLD STOCK

Includes all minor and material expenses not otherwise provided for in the above list. Special shop orders must be issued for all work of this nature. The cover order must be issued for all work of this nature and cannot be changed to any other work.

[ATTACHMENT/ENCLOSURE]

MAINTENANCE OF PROPERTY

1. The following items are included in the maintenance of property:

180 REPAIRS TO BUILDINGS

Labor and material for repairing and partially renewing buildings.

181 REPAIRS TO ROADWAYS AND GROUNDS

Cost of labor and material for repairing and partially renewing roadways belonging to the Company and up-keep of the grounds including paths, sidewalks, repaving and repaving of yards, etc.

182 REPAIRS TO HYDRAULIC, WATER MAINS & SEWER PIPES

Self Explanatory.

183 REPAIRS TO RAILROAD TRACKS

Labor and material for repairing and partially renewing tracks belonging to the Company, in the shops and yards, including trestles and turntables.

184 REPAIRS TO STEAM, GAS AND AIR PIPES IN BUILDINGS

Labor and material for repairing and partially renewing steam, gas and air pipes in all buildings except power station. Re. 184 to steam mains between power station and buildings charged to account 1871 (See Light, Heat and Power).

185 REPAIRS TO SEWERS AND DRAINAGE

Self Explanatory.

186 REPAIRS TO ELECTRICAL EQUIPMENT

Labor and material for repairing and partially renewing electrical equipment, including wiring, switches, etc. Re. 186 to electrical equipment in buildings charged to account 1871 (See Light, Heat and Power).

187 REPAIRS TO FURNITURE AND FIXTURES

Labor and material for repairing and partially renewing office furniture, such as shop fixtures, etc.

Cast Iron Sinks	Protection of Paint
Stoves	Showerheads, etc.
Pipes	Work Benches
Lead-pipe Ducts	

[ATTACHMENT/ENCLOSURE]

601 to 600 REPAIRS TO SHAVING, FUZZERS AND DRESSERS

Labor and material for repairing and replacing
recoiling, shaving, pulling, dressing, cutting,
clippers and bolsters.

Note 1: This account does not include painting,
repainting, which is generally bought as
part of the machine. It is estimated
amount to be charged to the Federal Office
P. M. Repair Order (1933 series)

601 to 600 REPAIRS TO FOUNDATIONS, FOUNDATIONAL AND DRUMS

Labor and material for repairing and replacing
foundations, cost of material for oil and grease
used in the foundations of the machine. The
cost of the foundations from the foundation
of the machine and the foundation of the machine.

Note 1: The cost of repairs to the foundations of
the foundations of the machine, including
the foundations, foundations, foundations,
and foundations of this account, but the
cost of the foundations of the machine, but
repairs to the foundations of the machine.

601 to 700 REPAIR AND REPLACEMENT OF THE MACHINE

Labor and material for making minor repairs,
repairs and repairs to the machine, and
also replacement of the machine.

701 to 800 REPAIRS TO THE MACHINE

Labor and material for repairing and replacing
recoiling, shaving and replacing machine and
also replacement, such as the machine and the
machine, and the machine.

[ATTACHMENT/ENCLOSURE]

170 REPAIRS TO POWER PLANT EQUIPMENT

Includes cost of labor and material incurred in repairing and replacing major equipment, boilers, air compressors, generators, transformers, converters, switch-boards, and auxiliary apparatus, also pumps and pipes in power station.

171 REPAIRS TO STEAM MAINS AND POWER PLANT BUILDINGS

Includes cost of labor and material for repairing and replacing steam mains connecting boilers with the power station.

172 WINDERS AND JERMS, ETC.

Includes cost of labor and material for repairing and replacing winders, jarms, and other equipment in the power station.

173 LUBRICANTS AND OILS

Includes cost of lubricating oils, greases, waste oil, used in power station.

174 INSURANCE FOR POWER PLANT

Includes boiler, fly-wheel, and any other insurance applicable to Power Plant.

175 INCIDENTAL EXPENSES FOR POWER PLANT

Includes all minor expenses not otherwise provided for in connection with operating Power Station.

176 COAL STORAGE

Includes cost of coal consumed.

177 WATER SUPPLY

Includes cost of water used by Power Station and for manufacturing purposes.

178 FUEL OIL

Includes cost of fuel oil.

179 ELECTRIC CURRENT, GAS & STEAM (purchased or transferred)

Includes electric current, gas and steam purchased or transferred.

^D
1914

TAE, Inc. - Org.

G. Radtman

March 9th, 1914

HEADS OF ALL DEPARTMENTS

To satisfy a long felt want of those who live too far away to go home for luncheon at noon the Company has started a Luncheon Service and a competent chef has been employed

All desiring to avail themselves of this service, will please give advance notice to the chef on the fourth floor of the office building. A regular dinner will be served each day, for which the charge will be 30¢ per person.

Those not desiring the regular dinner may purchase sandwiches etc. at cost prices.

No cash will be accepted at the restaurant. The employees must settle in coupons which have been provided for this purpose. These coupons can be purchased in any quantity at the Cashier's Department on the second floor.

Kindly pass this notice among those in your Department

W 1914 *W. J. E.*

WLE-JES

March 12 1914

Mess. Chas. Edison, Hird, Henderson, Harbert,
W. C. Smith, Leaning, Chesshire, Wetzels, Redfearn,
Erwin, M. Robert, Hubert, Baldwin and copies
to Mess. Berggren & Staub.

Wish to advise the manufacturing of Disc Records
has been divided into the following Departments

#2 - Disc Blank Making Department
Mr. Hoffman, Foreman

This includes wax blank making, phenol resin making,
powder blank making, sub-master blank making, label blank
making, varnish making.

#35 - Mould Vault
In charge of Mr. Kuhnlen

This is self-explanatory.

#4 - Disc Mould Preliminary Department
Mr. Dinwiddie, Foreman

This includes white master preparing, and plating
second master & sub-master, preliminary bath.

#81- Disc Mould Finishing Department
Mr. Grimes, Foreman

Includes general bath, lathe room, mould backing,
celluloid print room, mould repairing (including inspection).

Regarding the latter operations, that is mould repairing
and inspection, wish to advise this work is being done in
Department #14, but the labor, material and expense in
connection with these operations will be charged to Dept. #81
as it is part of the mould cost.

#14- Disc Record Making
Mr. Moore, Foreman

Includes powder blank (including inspection and discard
clearing house), transfer plate making, transfer blank making,
record printing, record finishing, final inspection.

Gen'l Memo.

Sheet #2

3 12-14

(#14 - Disc Record Making - continued)

Note:- Mould repairing, including inspection, will be done in this Department, but all labor, material or expense will be charged to Department #51, as noted above.

- - - - -
#48 - Finished Stock Department
In charge of Mr Baldwin

This is self-explanatory.

W L ROBERT

Silver Lake
[unclear] 1914

REPORT TO MR. EDISON REGARDING SILVER LAKE CEMENT WORK ON
STORAGE BATTERY CHEMICAL PLANT.

On March fifth, Mr. Kammerhoff came to me with various photographs showing large cracks and other defects in cement work at Silver Lake. I was amazed.

On the morning of March sixth, Mr. Kammerhoff and I went to Silver Lake and inspected the entire premises. I could scarcely believe my own eyes.

We returned to Orange. After lunch, I arranged a meeting of Mr. Bachman, Mr. Kammerhoff and myself, in my office, and the difference between them was patched up.

On Monday morning, at 9.40, Mr. Bachman, Mr. Kammerhoff and I went to Silver Lake, and again inspected the cement work. Mr. Bachman was as much astonished as I was the day before.

I got into communication with Mr. Mallory, apprising him of the defective work. At my request, he sent out Mr. Stevenson, and on the afternoon of March 10th, Mr. Stevenson, Mr. Bachman, Mr. Kammerhoff and myself went to Silver Lake. Mr. Stevenson's findings were sufficiently important to warrant the request that Mr. Mallory send down Dr. Kiefer, to make an analysis of the cement, and hand in a report on same.

I attach hereto report of Dr. Kiefer, dated March 19th, 1914, to which in turn is attached his analyses.

Apparently, no cinders were placed under the concrete floors or foundations of the roof supports. Even if this drainage had been effected, the sewers were not put in to take care of the water. The foundations of the supports were also inadequate, many of them having cracks and sunken. The floors throughout all the buildings were more or less cracked, and this condition will become worse as the ground thaws. Practically every pit in the entire works leak so rapidly as to make them entirely useless for the purpose for which they were intended. Numerous attempts to repair these leaks only resulted in an expenditure of money to no avail.

It appears that the 120-ton roasting furnace has, as foundation, a more or less unstable four-inch floor. Borings under the corners of the foundation and the sides of same revealed nothing but dirt and Silver Lake quicksand.

The large, high-temperature furnaces are built on a foundation of eighteen inches of concrete, and in a veritable quicksand bog.

I am afraid, with resultant interruption of the process of iron making. The containing walls around this pit are inadequate to support the pressure of the surrounding quicksand earth. The manufacturers of these furnaces specified not less than eighteen inch wall and Mr. Moyer put in only a twelve-inch wall, not waterproofed.

It is evident that all pits must be waterproofed with consequent diminution of available space within them, because of the necessity of building an inner envelope with waterproofing material between the present cement work and this inner envelope of cement work. This is being taken care of.

Provision will have to be made to shore up the roof supports in the event of further sinking of the foundations of same.

The side walls will also have to be supported if they settle much further.

It remains to be seen whether much of the machinery, furnaces, etc. will not have to be provided with foundations.

It has been my purpose to simply get this data together for your guidance on return and to take such steps toward recommending to Kammerhoff immediate action on waterproofing, etc. as are necessary to enable his work to progress without interruption.

As it would be impracticable for you to judge correctly as to what should be done from a report without seeing it with your own eyes, I am simply sending you this to Charles for him to use his best judgement as to when to call it to your attention so as not to interfere with your vacation, but at the same time, to familiarize you with the conditions in a matter of so much importance.

M. R. HUTCHISON.

July 20, 1914

Mr. Edison:

Regarding your inquiry to Mr. Leeming as to when celluloid man from London will be over:

We cabled them July 13 as follows:
"When will Mr. Greenberg call".

We have not heard from them since, and we believe either a letter of Mr. Greenberg himself is on the way to us.

CN,BB

C. Nicolai

P. S. Mr. Leeming is away on a business trip.

C. N.



August 5th, 1914.

Mr. Edison:

Replying to your long hand memo. on
attached.

The decision of the Interstate Commerce
Commission specifically specifies that the increase
in rate shall only apply within Central Freight
Association Territory, and any shipments that may
originate outside of the above zone are not subject
to the increase allowed by the Commission.

J. T. ROGERS.



R:W

[ATTACHMENT/ENCLOSURE]

Rogers
If we ship into Central & am territory
why will it not effect us
Edison

August 4th, 1914.

Mr. Edison:

In connection with the decision of the Interstate Commerce Commission in the advance in rate case, in Official Classification Territory, would say that the decision will not in any way effect our interest, as the increase allowed by the Commission of 5% applies to what is known as Central Freight Association Territory only, ie: that territory lying west of Buffalo, Pittsburgh and extending to the Mississippi River. We are located in what is known as Trunk Line Territory, and the Commission, in its judgment from the facts before them, decided that the rates in this territory rendered a fair return to the carriers on their investment. Therefore, it will not be necessary for us to increase our freight allowances to established jobbers of our amusement products, nor will it effect our primary battery business, or our dictating machine business. It will also be unnecessary for us to pay increased rates on raw material.

I am informing the heads of our sales departments so that they can intelligently discuss this important matter with our customers if called upon to do so.

R:W

J. T. ROBERTS
[Signature]

CC to Mr. Wilson
CC to Mr. Bachmann

Oct. 5, 1914

Mr. Berggren:

Please secure for me a certified copy of resolution of Board of Directors of Thomas A. Edison, Inc. ratifying and approving the placing of a contract with the Michigan Alkali Co. of Wyandotte, Michigan (Edward Hill's Son & Co., Inc. sole agents, 64 Wall St., New York City) for our entire consumption of 76% Caustic Soda, between November 1, 1914 and December 31, 1915; the total quantity to be shipped against this contract not to exceed 1200 tons, price \$1.40 per hundred lbs., basis 60% f.o.b. their Works, Wyandotte, Michigan, freight equalized with Syracuse, N. Y. Terms net in 60 days from date of each shipment or cash less 1% in 10 days from date of each shipment.

The material to be shipped against this contract is to conform to our specifications.

HTL:BB

H. T. Leeming

Copies to Messrs. Edison, Wilson, McDonough, Harry Miller

STATE OF NEW JERSEY.

OFFICE OF THE BUREAU OF STATISTICS

TRENTON, Oct. 7, 1914

Circular No. 3.

Mr. Thomas A. Edison,

West-Orange, N. J.

Dear Sir:

I have noticed an announcement in the daily press stating that you are about to start a new manufacturing plant in New Jersey. Keeping a record of all matters relating to the industrial interests of the state is part of the general duties of this Bureau. If the report regarding your intention is correct, may I, in order to avoid mistakes, trouble you to fill in answers to the few questions below, and after doing so, please return the same in the enclosed envelope. An early compliance with this request will be regarded as a personal and official favor by

Yours very respectfully,

W. C. GARRISON, Chief.
GEORGE C. LOW.

1. Name of corporation or firm, _____
2. Is it intended to erect a new factory building, or to rent an old one? _____
3. Location of factory, _____
4. Kind of manufacturing to be carried on, _____
5. If new, will buildings be of brick or wood? _____
6. Number of stories, _____; ground dimensions, _____ feet.
7. Kind of power that will be used? _____
8. Total cost of plant (estimated), \$ _____
9. Number it is expected will be employed in the beginning (estimated), Males, _____; Females, _____

*Do not correct
only stated refg
a new article
our factory*

M9

Mr. Edison
copies to Miss Johnson
Maymes
MPG

October 23rd, 1914.

Mr. L. W. McChesney,
Manager, Advertising Department,
Thoms & Wilson, Incorporated,
Orange, N. J.

Dear Mr. McChesney:

As requested, I return herewith the Bulletin of the Association of National Advertising Managers, dated October 17th, 1914, the subject matter of which was prepared by Mr. J.B. Benson, Advertising Manager of the Rumely Company, of La Porte, Ind.

I have read and re-read this bulletin and am frank to say that from an exporter's point of view it is one of the best written articles in reference to the situation in South America that I have seen in many a day. As you have undoubtedly observed, magazines and newspapers are publishing an excessive number of articles on the wonderful market which has suddenly been thrown open to us in South America on account of the present European war. Many of the writers would make us believe that South American coffers are filled to overflowing with gold which the merchants of those countries would be glad to turn over to us in exchange for our products. Of course, the more experienced exporters understand that many of these articles are written by people who have little or no experience in the export trade and as a consequence, such articles are not taken seriously.

When reading Mr. Benson's article, I immediately recognized that here was a man "Speaking as one having authority". In his article Mr. Benson gives a true picture of present conditions in South America, and his statements are borne out by reports I am continually receiving from Mr. Kennedy, the Manager of our Argentine Company. In one of his letters, Mr. Kennedy writes as follows:

"During the month of December, 1913, there were 120 failures in Buenos Aires. One German concern failed for over \$,000,000 pesos and every day we hear of others being involved for large amounts. The country is still suffering from bad conditions and everybody is wondering how it is going to end."

Mr. L. W. McCasney - #2.

October 23rd, 1914.

Under the headings "Cardinal Principles to Observe" and "Common Sense Method of Sales Development", Mr. Benson gives advice which if followed by a manufacturer who anticipates entering the South American field, would save him from the pitfalls that confront those who expect to enter this field without having the necessary experience.

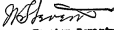
Naturally, much of the information contained in this bulletin is not new to the experienced manufacturer or exporter, but much time and money would be saved to concerns which contemplate entering the South American field if a copy of this bulletin could be placed in their hands and they would follow the advice given therein.

Mr. Edison is very much interested in conditions as existing in South America, and more particularly in Argentine. I am therefore taking the liberty of having several copies of this bulletin made, one of which I shall send to Mr. Edison. I am also sending a copy to our Vice-President and General Manager, Mr. C.H. Wilson, and to our Second Vice-President, Mr. Maxwell.

I am thoroughly convinced that if information of this character could be substituted for the nonsensical trash that is being circulated at the present time through the medium of our newspapers and magazines, the average reader would more thoroughly understand the exact conditions existing in South America, and as a result, prospective exporters would be greatly benefited.

Very truly yours,

THOMAS A. EDISON, INCORPORATED.


Manager Foreign Department.

Encl.

W 8
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[ATTACHMENT/ENCLOSURE]

ASSOCIATION OF NATIONAL ADVERTISING MANAGERS
(Incorporated)
Fifth Avenue Building New-York City

BULLETIN

Number : 307

Subject : EXPORT ADVERTISING

October 17th 1914--

Mr. J. B. Benson, Advertising Manager of the Rumely Company of La Porte, Ind., one of the members of our Export Committee, has prepared this Bulletin at the request of the Committee. Mr. Benson spent five years in Buenos-Aires, Argentine Republic, as advertising manager of a large Company and this report, based as it is upon his actual experience, should be of great value to our members.

THE SITUATION IN THE SOUTH AMERICAN EXPORT MARKET TO-DAY.

CARDINAL PRINCIPLES TO OBSERVE IN MAKING A START AND IN DOING FURTHER DEVELOPMENT WORK.

INFORMATION UPON SALES REPRESENTATION, CATALOGS AND OTHER PRINTING, TRANSLATION WORK, ETC.

TO ALL MEMBERS :

There is no doubt of the possibilities before the American manufacturer in gaining South-American trade, but the European war alone is not the solution to the market by any means.

Some of the articles which have appeared in the press on South American trade and opportunities, if taken too literally would make one suppose that the South American merchant or importer was waiting on the landing to receive American goods, to replace similar commodities formerly imported from European agencies.

In the first place all other channels have not been cut off. England is still doing business with South America, and using all its resource to get the bulk of the two million dollar export trade which has been Germany's, and England has the facilities for taking immediate advantage of the opportunity.

To my mind the most encouraging effect of the war on our South American export trade will be that it has brought before the American manufacturer facts and figures to show that the market is there if gone after rightly. It has brought before us the possibilities which have

[ATTACHMENT/ENCLOSURE]

Bulletin Number : 307

A.W.A.M.

Continuation Sheet : 2

always been there, with perhaps a little extra inducement on account of the upsetting of foreign contributors to that trade.

Again, there is no doubt of the demand in South America for American goods, but a great many are apt to rush into it as they have done formerly, not taking proper advantage of or giving consideration to existing conditions.

The Germans, French and English have built up their enormous foreign trade by consistent, intelligent effort and back of these efforts are their own banks to handle the financial end of the business; their credits are geared up to the prevailing terms, and they have their own ships and dependable shipping service. At the same time they have their own men on the ground with years of experience, to nurse business along.

Furthermore, trade follows investment, and European Capital has been the big factor in South American developments. Right now, of course, further European investment and development is postponed and consequently the purchasing power of South American Republics is lessened.

TODAY'S CONDITIONS IN SOUTH AMERICA.

Just a word on the situation in South America to-day, quoting Buenos-Aires as an example. Generally speaking, I think South-America is in worse shape financially right now than it ever has been. The European war is not the cause of it - rather the war has intensified the situation by cutting off the financial support which is expected from Europe in normal times.

The Argentine depression is due principally to crop failures. They have not had a crop in the Argentine for five years, and as agriculture is the basis of Argentine prosperity, the result is obvious. Land speculations have also contributed to the present situation, land values having gone to such an extent that when the bubble burst there was not much more than blue sky left.

In a letter written in August from our Buenos-Aires branch, our resident manager mentioned that the Argentine government was contemplating an issue of \$200,000,000 more in paper money, value guaranteed by the government though not supported by gold reserve. \$100,000,000 was to be put in the interior to assist the farmers in taking care of this year's crop.

Our man further mentioned that the government had ordered the closing of all banks for one week and from the way it lines up this was evidently a wise move.

The failures in the Argentine for one month of this year were more than the whole of 1913 put together. Credits had not got into such shape in certain lines of trade that jobbers were working together to prevent any more selling until things were on a saner basis.

Conditions have not been much better in Brazil and Chile, martial law having been declared in Rio in the Spring on account of public

[ATTACHMENT/ENCLOSURE]

Bulletin Number : 307

A.N.A.M.

Continuation sheet : 3

demonstrations against the business situation, due mostly to ~~xxx~~ poor legislation.

The foregoing may seem rather pessimistic in view of the general tone of articles on the subject but it is just about the way things stand. Yet the American manufacturer who looks ahead at all will not let this deter him from ~~the~~ going after that market with a view to future returns - BUSINESS IS THERE AND WORTH GOING AFTER.

CARDINAL PRINCIPLES TO OBSERVE.

THE PRINCIPAL THING IS TO BEGIN RIGHT - build up through study of trade conditions just as we do in this country. I think the day when South America was considering the dumping ground is past in the minds of all manufacturers. The wise person is going to figure on giving close attention to the trade and further decide that it is worth spending a reasonable amount to get it.

The principal reason why American products have not been stronger in South America has been our refusal to take the trade seriously - taking our time to fill orders and not keeping our promises as to the goods themselves or the way they are handled.

South America does not want inferior goods. Price is an argument, but low price is not necessarily an asset. High prices have sold more goods down there than low prices. I do not mean that prices should be arbitrarily figured, but selling prices should allow for the proper cultivation of the market - to permit of consistent sales promotion. It will be found that prices are comparatively high on all commodities. I fully believe that Buenos-Aires, for instance, is the best illustration in the world of high cost of living.

The big thing that the native wants assurance on is service, and this in every sense of the word. Lack of service has the same effect on our South American customer as on our domestic buyer - only more so. Willful neglect is so foreign to the South American that he cannot understand it and cannot forgive it. The United States is a long way off to try to square things up after a slip-up.

PLACE SERVICE FIRST AND KEEP YOUR PROMISES - you will find this the biggest asset in getting and holding South American trade.

UTILITY OF "SAMPLE SHIPS"

On the methods of approach, I think the sample ships which are being talked of are pretty much of a farce - mostly pleasure jaunts for the participants and a joke to the natives.

I have personally been approached on the proposition and have seen the effects of it in South America and I know how senseless they are, generally speaking, considering the amount of money spent.

Is it not obvious that we can hardly expect the native to take these investigation trips seriously when, apart from the fact that their

[ATTACHMENT/ENCLOSURE]

Bullstin number 507 A.N.A.M.

Continuation sheet : 4

rushing through would prevent any intelligent analysis, the native dealer or importer is accustomed to being nursed along for his trade and our invitation for him to come aboard and run the gauntlet of representatives and samples is too contrary to custom to be acted upon to any extent ?

CAREFUL, INDIVIDUAL INVESTIGATIONS BEST.

The American Manufacturer can to much better advantage spend the money on individual representation. As I have said before, South American business is profitable providing that we are willing to take it seriously and spend a reasonable amount in getting it; and the best way to intelligently do this is to send down a capable man with samples, let him analyze things first hand and look the situation over carefully, to make satisfactory connections. In this connection, diplomacy in a man is a bigger asset than speed.

If you cannot have your own man to look into the trade, it pays to go carefully in selecting a representative or combination salesman, getting one who does not handle too large a line and who knows his dealers and his territory.

COMMON SENSE METHODS OF SALES DEVELOPMENT.

In the way of development - say from the time the representative has sold the importer (and in most cases the importer is the jobber) - I might bring up the way in which the average American manufacturer has gone about it in days past.

I was surprised to find, when I was in South America, the disregard by the American manufacturer generally of not only South American conditions and needs, but his lack of common sense in developing the field after getting started - that is, his refusal to figure that merchandising methods in South America must be as carefully worked out there as they are here.

There were so many manufacturers' representatives who would come down, give the selling agency to one of the big houses and then return home expecting shortly to receive repeat orders. In the majority of cases they had over-sold the importer - their efforts in no way based on an analysis or investigation of the field as related to their particular line of goods. The obvious result was that the goods would be more or less lost in the shuffle in many cases - the importer being left to hold the bag and all distribution.

The American manufacturer, in order to gain a firm and lasting foot-hold in that trade must do more than put his goods on the shelves or in the stock of the importer - HE MUST TAKE THEM OFF. The retail dealer must be considered and, beyond that, the customer. The exporter must create a momentum for the goods just as he does in his own market, and the correctness of methods and media that he uses to bring this about depends entirely upon how intelligently he analyses the field.

On the question of exclusive agencies, I think manufacturers should proceed carefully before granting them and at the same time consider carefully with whom to place the goods in the first place of dealing through

[ATTACHMENT/ENCLOSURE]

Bulletin number 307 A.N.A.M.

Continuation sheet : 5

an importing house. It will be a question whether it is advisable to place with one of the larger importers or with one of the smaller. Sometimes the smaller importer who has a name to make and a trade to build up is apt to give more attention to distribution and resulting sales.

The question of long - time credits has been so thoroughly covered in all discussions of South American trade that there's no need of going into detail here. In the matter of packing, marking and shipping the details are easily obtainable for the different countries.

CATALOGS AND OTHER PRINTED MATTER.

In ~~the~~ preparation of catalogs and printed matter, it is much better to have the translation done in the country in which the books will be distributed, by someone familiar with the trade. It is very easy to get a book in English TRANSCRIBED into Spanish but it is rather hard to have one properly TRANSLATED.

With full co-operation of the foreign representative or agent, each year's catalog or miscellaneous printed matter can be improved upon and be reasonably correct.

When I was in South America all matter which I had printed in the United States was sent up here in Spanish, in dummy form. I found so much worthless printed matter being sent in by American manufacturers whose agency we held, that there was no other alternative. I work the same way now with catalogs we put out for our foreign branches and agencies.

As to the printing and engraving of the jobs; it will be found worth while to have the work done here and pay the duty into the foreign country, that is, for anything out of the very ordinary. So long as the translation is laid out so that no mistakes can be made in the composition or make-up at this end, the far superior work done here will be worth the effort. For ordinary printing, local shops do good enough work.

I have put what may perhaps be considered too much emphasis on the negative side - on the other hand, much which has been written has made it appear that there is nothing to it but to go down and pick up the business on our own terms. It is easier to make a mess of export business than a success.

Very truly yours

J. B. Benson

J. B. Benson
T. L. Briggs
F. E. Fohlman, Chairman

December 10th, 1914.

RAB-9-1470

Dear Mr. Edison:

I have arranged to have the office force of Phonograph Works brought over to the fourth floor in the Battery building formerly occupied by our Engineering Department. The Engineering Department was moved elsewhere.

Part of the office of the various departments are located in the 3rd, 4th and 5th floor of the Battery. They informed me now they have ample room for their work. I also made temporary tables to be used as desks.

I have done everything possible to assist Mr. Wilson to get his men all located. I also want you to remember that I am one of your employees who will stand by you to the last man and I want you to count on me for anything I may be able to do in connection with reconstruction of new buildings or equipping with machinery. I have quite a good deal to do at the present time but am willing to take on more and organize or do anything for you in any way you may need my assistance.

It is my desire to please you and relieve you of all possible detail, realizing that you are not any more a young man and that you have a great deal to contend with. I am willing to burden a great deal of your detail which I am most fitted for.

Please do not hesitate to ask me for anything that I can do. I am very much grieved about this terrible loss you have had and extend my sincere sympathy.

Robert A. Bachman
OK Rawlin

Mr. R. A. Bachman:

Dec. 19, 1914.

Please note attached letter from First Ward Local Interest Club of East Orange, on which Mr. Edison has made notation, also Nicolai's report concerning the water from our plant which is discharged into the brook they refer to.

I note Nicolai refers to a discharge from the Storage Battery plant into this brook, and therefore thought it best to let you read the letter over and give me your opinion as to what reply you should make concerning your end of it.

CHW/IWW

C. H. W.

to

[ATTACHMENT/ENCLOSURE]

First Ward Local Interest Club of East Orange

INCORPORATED

OFFICERS

M. DE FORREST SOYER, President
27 Brighton Avenue
CHARLES H. CLARK, 1st Vice-President
12 East Park Street
LOUIS McDAVID, 2nd Vice-President
250 Springdale Avenue
HAMILTON A. GORDON, Recording Secretary
120 Springdale Avenue
JOHN C. WAGNER, Corresponding Secretary
45 Linwood Place
EDWARD H. KENNEDY, Treasurer
22 Midland Avenue
REV. EDW. J. HOLLEN, Historian
285 Revellaw Avenue
FRED'K W. McCOLLUM, Auditor
9 Morse Avenue

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JAMES B. RAND, 35 Burnham Avenue, Independence
LOUIS N. BRANT, 14 Burnham Avenue, General Welfare
WAYNE M. FRENCH, 211 Prospect Street, Membership
THOMAS G. SCHRIEVER, 28 Boyden Street, Social

Hon. Thomas A. Edison,
West Orange,
New Jersey.

My dear Sir:

In view of the proposed reconstruction of your buildings recently destroyed by fire, I beg leave to ask your co-operation in efforts to purify the water of the stream flowing through your phonographic works, by turning the waste from your factories into the sewer system of West Orange, or such other proper disposition of this waste as may seem most desirable and practical to your company.

This stream known as the Wig-Wam Brook or Second River, has its sources arising in the Orange Mountains, the one stream flowing along the Eagle Rock Road and passing through the yard of your phonographic works from Alden Street, is discharged into the stream on Lakeside Avenue to the north of the railroad track after having been used in cooling your engines and presses, and is there joined by the other stream, which coming down through Llewellyn Park to the west of Park Avenue, flows along the railroad track and near your storage battery building, and continuing on from Lakeside Avenue passes through a portion of the City of Orange until it enters our First Ward of East Orange and flows on through Watsessing Park.

For sometime past the inhabitants of our Ward have been annoyed by the offensive odors which came from this stream and by the discolored water and oily waste which has come from your factories. We desire to make this stream of practical use and have suggested to the Essex Park Commission that they establish a swimming or wading pool for our children, and we are assured that this will be done provided the stream can be purified. As it is the children are often injuriously affected after wading in the water.

I have observed that for sometime past there has been an almost constant discharge of water which flows from under the driveway leading to the office of the Phonographic Works into the sidewalk gutter on Lakeside Avenue, and also on Alden Street when used in cooling the presses, and in both of these streams, as well as occasionally in the gutter on Watchung Avenue, I have seen soiled water, oily waste and colored matter which came from the pipes from these factories. I also learn that it is the custom in your storage battery building to discharge the waste from your chemical vats into this stream, and I have observed an oily waste and at times soiled

DEC 16 1914

Wilson
Leeming
for a friend

December 14th, 1914
I don't think
there are that many
other boys in

958

[ATTACHMENT/ENCLOSURE]

First Ward Local Interest Club of East Orange

INCORPORATED

OFFICERS

M. DE FOUREST	SOVEREL	President
CHARLES H. CLARK	27 Division Avenue	
LOUIS MCDAYITT	25 East Park Street	1st Vice-President
HAMILTON A. GORDON	225 Springfield Avenue	2nd Vice-President
JOHN C. WARNER	41 Linwood Place	Recording Secretary
EDWARD H. KONIGER	225 Highland Avenue	Treasurer
REV. EDW. I. HOLDEN	225 Boulevard Avenue	Historian
FRED'K W. MCCOLLUM	9 Morse Avenue	Auditor

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CHAIRMAN OF COMMITTEES

DANIEL HOYT	59 Linwood Place	Transportation
BLOOMFIELD LITTELL	45 East Park Street	Complaint
WM. B. DAILEY	59 Glenwood Place	Parks and Play Grounds
S. H. QUACKENBUSH	21 Highland Avenue	Home and School
JAMES B. RAND	39 Birchard Avenue	Independence
LOUIS N. BRANT	39 Birchard Avenue	General Welfare
WAYNE M. FRENCH	25 Prospect Street	Membership
THOMAS G. SCHRIVER	25 Hayden Street	Social

#2.

water which is discharged into this stream to the North of the railroad track and west of Lakeside Avenue.

If we can succeed in eliminating all the impurities and offensive waste from the water of this stream, we shall undoubtedly be able to give an incentive to the inhabitants who dwell along its sides, to take a civic pride in keeping it in good condition and will be enabled to put this water to a practical use by our children and others, for boating and wading.

We should be very much gratified if this matter will receive your personal attention, and that in making your plans for reconstruction you will have regard to these objectional discharges, and we shall greatly appreciate the help you can give us in our efforts to purify this stream.

Kindly favor me with an acknowledgment at your early convenience, and oblige

Yours very truly,

Blomfield Litell

[ATTACHMENT/ENCLOSURE]

Mr. Seeming.

12/16

Report on water discharged
into Brook from our Plant.

We have for some time eliminated the wash
water from B.A. rags which formerly was
run into Brook. The waste from Pumps
is absolutely clean, so is the water from
the film plants except occasionally when
colored films are run.

The discharge from the S.B. plant is
very badly polluted & discolored & this
I believe is the main source of complaint.
The water in the Lakeside Ave gutter
comes from the Laundry -

Yours
M.C.

The running of water thru the
condensers of the Engines does not
pollute it.

[ATTACHMENT/ENCLOSURE]

December 16, 1914.

Mr. Leeming:

Referring to attached letter from the First Ward Local Interest Club of East Orange, as I understand it the water which they refer to as flowing from our plant is not in any way polluted, nor does it contain any stench or smell of any kind. Please advise me concerning this so that I can make reply; or perhaps it would be better for you to dictate a reply and let me sign it as Vice-President & General Manager.

CHW/IWW

C. H. W.

Enc-

W

[ATTACHMENT/ENCLOSURE]

December 28, 1914.

Mr. R. A. Bachman:

Water discharged from plant of Edison Storage Battery Co. into brook. Contamination of brook.

There are two outlets from this plant as follows:

Drain Number One: This drain was laid down in 1905 at the time when the original four story building was erected. It is located approximately 100 feet north of Charles St. and runs under Ashland Avenue, discharging into the brook in the rear of dwelling on the east side of Ashland Ave. The following departments discharge waste water into this drain:

Part plating
Ribbon plating
Flake plating department, Copper Wash water and floor drip.
Rubber treating department

Drain Number Two: Laid down in January 1914 and has been in use since March 1914. Starts from a point approximately 50 feet east of Valley Road near the south side of annex to New Crane building and passes under driveway. Ashland Avenue and Erie RR and discharges into brook in O'Rourke's Lumber Yard. This drain is constructed of 24 inch tile pipe and is designed to take care of the waste water from the new Crane Building and Annex. Up to this time it has discharged very little waste as the new cranes have not been operated. Since September 1914 we have as you know been using all water from the various operations in annex to flush the toilets. This water comes from operations as follows:

Much water formerly going to brook now discharged into sewers.

Washing Nickel solution from drums in flake plating department.
Washing and finishing Flake in Separator Dept. After recovery of values from this water it is pumped to tank on roof and distributed to various toilets. The amount available is not sufficient to meet the requirements and it is necessary to use water from the town mains to supplement it. It is therefore possible to state positively that the water from the two departments mentioned above is discharged into the West Orange Sewer, and does not cause any contamination of the brook.

Waste discharge from Part Plating Dept.

This consists entirely of the rinsings of the pickled and finished parts. The water is clear, has no odor, and while it contains traces of Nickel, Iron, Copper and free acid it is so diluted that it can hardly be a source of contamination.

Waste from Ribbon Plating Department

The discharge from these machines is clear, without odor and contains small traces of Nickel. It has a very slight alkaline reaction from the Caustic Soda used in the preliminary cleaning operation, but is similar to water discharged from Part Plating Dept.

REC'D

DEC 31 1914

[ATTACHMENT/ENCLOSURE]

Waste discharged from Rubber Treating Dept.	A considerable quantity of water is used here to remove all traces of the Sodium Hypochlorite from the various rubber parts. The waste from this operation cannot be considered as a source of contamination.
Waste from Plaks Plating Dept.	The copper wash water from drums in this department constitutes the only source of contamination and discoloration which exists in water discharged into the brook from this factory. As you know the copper is precipitated from this water as finely divided cement copper, by contact with scrap iron and the water leaving these precipitating tanks contains iron in solution as Ferrous Sulfate. This water at the time of leaving the precipitating tanks has a slight green color, hardly noticeable unless compared with distilled water, but when in the brook and in contact with the air the iron becomes oxidized and forms a yellow precipitate which is probably Basic Ferric Sulfate. This discoloration of the water is very noticeable and seems to increase in intensity along the course of the brook. We have examined samples at various times but have failed to detect any odor.
Yellow rusty color	
No odor	

It is not possible to use this water for flushing toilets as we have found by experiment that it will damage the iron pipes and fittings. The recovery of the copper in wash water is an important factor in the cost of Plaks, the process in use works well, and because of the small operating margin it is doubtful if we could substitute another process.

The writer of the attached letter to Mr. Edison spent some time at this factory last July and went over the ground inspecting the outlet to the brook.

Chemical Laboratory
EDISON STORAGE BATTERY COMPANY

per T.D.Grenley

[ATTACHMENT/ENCLOSURE]

MEADOW CROFT.
[SHEPHERD 29.10.1917]


to Clerk

Say that nothing from our
Photograph plant or the storage
Battery plant has any
Organic matter & therefore can
have no offensive smell a small
amount of this dye is discharged but
^{this is non putrefactive}
We discharge Sulphate of
iron also Sodium Hypochlorite
into the stream but both of
these substances are universally
used for disinfecting putrifying
Organic matter,

I think there must be something
from the Hat Shops further
up which coming in
contact with the Sulphate
of Iron from our factory
produces some chemical

[ATTACHMENT/ENCLOSURE]

reaction We will
make further investigation
as soon as water gets
lower



T. A. EDISON, INC.

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Edison General File Series
1914. Thomas A. Edison, Inc. - Fire (E-14-83)

This folder contains correspondence and other documents concerning the fire of December 9, 1914, that destroyed or damaged more than half of the buildings in the West Orange laboratory complex and killed employee William H. Troeber. Many of the letters are unsolicited proposals offering goods, services, or assistance in conjunction with restocking and rebuilding the plant. There are also numerous communications offering expressions of sympathy. Many of the incoming letters and telegrams bear marginal comments by Edison, some in a humorous vein, about his reaction to the fire, the nature and extent of the damage, and his plans for repairing damages and resuming production. Several items pertain to appraisal work by the structural engineering firm, Condron Co. of Chicago. A letter by architect Cass Gilbert concerns his involvement with a special committee, formed by the American Concrete Institute, to investigate the fire. In addition to the correspondence, there are lists of employees who worked during the night of the fire and reports regarding the condition of tools and machinery. Also included is an undated note by Edison: "Am pretty well burned out—but tomorrow there will be some rapid mobilizing when I find out where I am at." An inscription on the back indicates that the note was "written by T.A.E. for Press at height of fire."

The correspondents include motion picture executives J. Stuart Blackton and Sigmund Lubin, industrialists Andrew Carnegie and George Eastman, longtime Edison associate Herman E. Dick, former employee Frank K. Dolbeer of the Victor Talking Machine Co., and Edwin W. Rice, Jr., president of the General Electric Co. Also among the correspondents are inventors Thomas Armat and Nikola Tesla, public utility executive and former secretary of the U.S. Treasury George B. Cortelyou, mining entrepreneur, John Hays Hammond, and architect Albert Kahn.

Approximately 20 percent of the documents have been selected, including a representative sample of unsolicited letters bearing marginalia by Edison.

Two scrapbooks of newspaper and journal clippings relating to the fire (Cat. 44,509 and Cat. 44,510) can be found in the Scrapbook Series. Additional documents regarding the fire and its aftermath can be found in the archival record group, Edison Phonograph Works. A finding aid is available from the Edison National Historic Site.

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parts of country and village families. Our educa-
tional Journal is doing a unique work in town
and rural schools. These periodicals reach mil-
lions of people, not only in the United States and
Canada but throughout the English-speaking world.
FRANKLIN MYRICK, President and Editor-in-Chief

Springfield, Mass., Dec. 8, 1914.

Edison Phonograph Co.,
Orange, N. J.

Gentlemen:

You would make a tremendous hit and do an awful lot of good by
getting a "record" containing a message of thanks and appreciation for the
generosity of the American people, to be uttered by King Albert III. of
or his Prime Minister.

That an inspiring message King George could thus utter by word of
mouth to his people all over the world! The same way, the French President,
the Kaiser, the Czar. They could also talk a special record addressed to
the American people alone.

These gentlemen should be mighty glad to do this and do it quick.
I know of nothing that any one of them could do in such a short time, that
would have such tremendous influence.

Gentlemen, the power of the speaking voice, multiplied by the
modern music machine, has unlimited possibilities in politics, in economic
in education. Why don't you get the masterpieces of all living statesmen
recited by themselves, for your records? How instructive this would be
for use in the public schools! Haven't you got a set of records giving
instruction in singing that could be used in the public schools? The possibi-
lities of your wonderful machine are limitless along these and many other lines
not yet fully developed.

With best wishes,

Sincerely yours,

Hubert Myrick

151

The Phelps Publishing Co.

Established 1887
HEADQUARTERS, Myrick Building, Springfield, Massachusetts

Manufacturing
Printers, Binders, Engravers and
Electrotypers

Publishers of the
National Semi-Monthly Magazine for the
Farm and Home of America

Farm and Home, Eastern Edition
Springfield, Massachusetts

Farm and Home, Western Edition
Chicago, Illinois

Farm and Home, Southern Edition
New Orleans, Louisiana

Representing

The Dakota Farmer
at Aberdeen, S. D., the leading semi-monthly of the Northwest

Current Events

Weekly. A short history of every year, from 1800 to the
present. Unpublished Press Clippings

Am pretty well burned out but tomorrow
there will be some rapid mobilizing
when I find out where I am at.

\$

WESTERN UNION TELEGRAM

Form 1904

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

BELVIDERE BROOKS, VICE-PRESIDENT

RECEIVED AT
110 NY GC 12 KC

238 MAIN ST.
ORANGE, N. J.

MQ CHICAGO ILLS DEC 8 10

THOS A EDISON INC,

ORANGE NJ

*Thank & say I feel
fine to like old
times -*

SO SORRY BE CAREFUL AND NOT EXPOSE YOUR SELF TO THIS TREACHEOUS
WEATHER,

H E DICK,

112PM

ME & son

21

Thank him
say our concrete
buildings are practically
indestructible, although
the first was hit
four enemies
July 17/48
TWO EAST NINE FIRST STREET
NEW YORK
"my 3"

This morning
our distances were beyond
Measure - (49)

In our work we took
care to have all fire
proof - Not a bit afraid
of fire on the other world
but feared God and Measure

of it here -

It will pay you to build
New Works of Iron
I have insurance, we
always insured ourselves

Every good attend you.

Always devotedly

Your friend. 73

Andrew Carnegie
Off for Washington Ten
am train also



Wayne 643am 88 NL 1 ex

Detroit Mich Dec 10th 1934

T A Edison,

Orange N.J.

Refer you to Mr Henry Ford regarding our ability as architects specializing in factory work. We have planned most of the modern automobile plants here Including large part of Ford plant and many important factories elsewhere. We have a large force and can give you immediately efficient and quick service. Quicker than any one else. If you have your own architectural staff am certain I can serve you advantageously as consulting Architect. Would you see me if I came to Orange on my own responsibility Please advise.

Albert Kahn,

Architect.

Say We find concrete buildings not much damaged it is surprising in view of the very inflammable materials, think will pull through

25

Thank, appreciation, I've got 1200 men
on night & day and so full of Conemaugh
prapped that everybody ^{130 EAST 15TH STREET,} knows that
Coma was we = I wonder September 10, 1914.
if Daddy wouldn't enjoy this 2nd
be back in the game again in 30 days
My dear Mr. Edison:
We very deeply sympathize with you in the

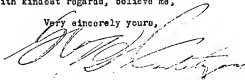
trouble and embarrassment that have come to you,
Did your engineers say anything
and hope that the reports we have thus far re-
ceived will prove to be much exaggerated. At

the same time I cannot help but congratulate you
on the magnificent fighting spirit that refuses
to accept defeat, in the face of misfortune that
would daunt most men - a spirit which will cer-
tainly enable you to recover from any material
loss that could possibly befall you; and in say-
ing this I am sure I voice the universal sentiment
of the country.

You have heard from the New York Edison Com-
pany, and Mr. John W. Lieb has just told me of
their having offered every assistance in their
power.

With kindest regards, believe me,

Very sincerely yours,



Geo. B. Cortelyou

Mr. Thomas A. Edison,
Glenmont, Ilwellyn Park,
West Orange, N. J.

WESTERN UNION TELEGRAM

Form 1854

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

BELVIDERE BROOKS, VICE-PRESIDENT

RECEIVED AT 238 MAIN ST.
ORANGE, N. J.

73 NY B 18 KN

~~#####~~ SO PHILA PA 10

THOS A EDISON

MY PLANT IS AT YOURS DISPOSAL DO NOT HESITATE TO CALL UPON

ME KINDLY ACCEPT MY HEARTFELT SYMPATHY

*Thank him, think we
can pull through by
use of a small plant near
use of a part of our own net*

~~#####~~ SIEGMUND LUBIN 1133A

*You better separate
your storage a good
ways from factory
over* *(30)*
*was due to spontaneous
combustion of films stored in an
iron box away from any heat*

It is new to me that
celluloid will self fire
~~the~~ better take
precautions,



ALL QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE. AGREEMENTS AND QUOTATIONS NOT BINDING UNLESS APPROVED BY AN EXECUTIVE OFFICER OF THE COMPANY.
DELIVERY CONTRACTS AND APPROXIMATE QUOTATIONS WILL BE SUBJECT TO THE CONDITIONS PRINTED ON THE REVERSE SIDE OF THIS SHEET.

The Taft-Peirce Manufacturing Company,

*Mechanical Engineers and Machine Designers
Contract Manufacturers of Light Machinery, Tools, and Metal Products. Builders
of Special Tools for the Economical Production of Interchangeable Machine Parts.*

*Louis A. Willard, President,
Rt. Woonsocket, R.I.
Edwin C. Jackson, Vice-President
Boston, U.S.A. Secretary*

*Robert William Smith,
Assistant Manager*

Woonsocket, R.I. December 10, 1914.

Edison Laboratories,
Orange, N. J.

Attention of
Mr. M. C. Hutchinson, Chief Engineer.

Gentlemen:

If there is work that we can do for you in the way of building duplicates of the special machines which we have made under the direction of the Laboratories heretofore, for both the Storage Battery and Phonograph Works, which you may require to replace those consumed in the awful fire which came upon you yesterday we would be pleased to hear from you. At the present moment our facilities are not all in active use and therefore we are in a position to give any of your orders immediate attention. With the experience already gained in making your machines we can probably serve you in this respect very much better than anyone else whom you might call.

Our New York representatives will be very glad to call upon you in regard to any of your requirements if you will advise us of your needs.

Very truly yours,

The Taft-Peirce Manufacturing Company

Assistant Manager

REB/100
CHAS. I.

*Mr. Edison
These people do
good work &
are not busy
MCA*

WESTERN UNION
TELEGRAM

Form 1804

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

SELVIDERE BROOKS, VICE-PRESIDENT

RECEIVED AT
143 NY GC 16

ORANGE, N. J.

WESTLYNN MASS DEC 10 1914

W H MEADOWCROFT, CARE THOMAS A EDISON

RANGE

EXPRESS MR EDISON BEENEST REGRET LOSS AND DAMAGE HIS FACTORYES
CAN WE BE OF ANY ASSISTANCE ,

FRED M KIMBALL,

9.5.6 326PM

231

BOARD OF ASSESSORS
OF THE CITY OF NEW YORK
MUNICIPAL BUILDING

ST. GEORGE B. TUCKER
SECRETARY

NEW YORK

Dec. 10. 1914

Thanks & appreciation for
Say my men will all get their
pieces again in short order
My dear Mr. Edison

(114)

Let me
express my deep sympathies
for you in the great loss
that has come to you
by fire.

I know it means
but greater work for
you and work is to
you your greatest

pleasure but I am
sorry that the necessity
for increased effort
should come to you
in this way.

I trust that nothing
is lost that may not
be replaced by you
else the world has
lost infinitely more than
you can.

With every good wish
for the future, I am
Very sincerely yours

George Brewster

WESTERN UNION TELEGRAM

Form 1864

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

SELVIGERS BROOKS, VICE-PRESIDENT

RECEIVED AT 238 MAIN ST.
ORANGE, N. J.

85 NY B 28

DA NEW YORK DEC 10

THOS A EDISON ORANGE Lamp work has already
YOU HAVE ALL MY SYMPATHY IN YOUR GREAT LOSS LET US KNOW IF THERE
IS ANY WAY IN WHICH OUR COMPANY CAN AID YOU WITH MEN OR MATERIAL

C A COFFIN

1210P

*General Electric Co
30 Church St
New York*
Sent over, are a search lights & Everything
is buzzing -

WESTERN UNION TELEGRAM

Form 1864

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

SELVIGERS BROOKS, VICE-PRESIDENT

RECEIVED AT 238 MAIN ST.
ORANGE, N. J.

99 NY B 59

DA NEW YORK DEV 10

THOS A EDISON ORANGE NJ

*Say in answer
to this, that in 2 or 3
days will know it will*
REFERRING TO MY PREVIOUS TELEGRAM I LEARN WE HAVE AT LYNN
AND PROBABLY ELSEWHERE LARGE NUMBER OF SMALL TOOLS WITH WHICH
WE COULD IMMEDIATELY PROCEED TO MANUFACTURE MATERIAL FOR YOU
WE SHALL BE DELIGHTED TO DO ANYTHING AND EVERYTHING IN OUR
POWER AND WILL AT ONCE SEND PROPER REPRESENTATIVES FOR CONFERENCE
WHenever YOU OR YOUR ENGINEERS CAN SEE THEM.

C. A. COFFIN

1230P

*probably want some
parts made at Lynn will let
you know soon - E*

POSTAL TELEGRAPH - COMMERCIAL CABLES <small>RESERVED AT Tel. 200 Orange</small> TELEGRAM		<small>CLARENCE H. MACKAY, PRESIDENT</small> <small>DELIVERY NO.</small>
<small>00 Main St., Orange, N. J.</small>		
<small>The Postal Telegraph Cable Company (Incorporated) transmits and delivers this message subject to the terms and conditions printed on the back of this blank.</small>		

16-540

(OPTIONAL PATENT NO. 403,000)

13nyhn 57 1025am

cb NewYork Ny December 10th 1914

Thos A Edison

Care Edison Wks. Orange N.J.

We are prepared to place on your work a thoroughly trained engineering and construction organization and could replace your plant including all the mechanical equipment very rapidly have just completed near by a million dollar plant of similar construction and could concentrate this organization on your work at short notice. If interested telephone our office 5 Nassau Street.

Stone & Webster Engrg Co.

Tel. 200 Orange, N. J.

209 Main St., Orange, N. J.

*Thanks & say
it looks as if concrete building
were OK & only need a little
fixing*

5

18

WESTERN UNION

Form 1550 E

DAY LETTER

THEO. N. VAIL, PRESIDENT

RECEIVED AT 238 MAIN ST.
ORANGE, N. J.

56 NY R

40 BLUE

THOS A EDISON

WORDS CANNOT EXPRESS

MY SORROW ON YOUR GREAT LOSS AT THIS
TIME THE NEWS OF THE BIG FIRE CAME LIKE A THUNDER BOLT
YOUR DETERMINATION TO REBUILD AT ONCE IS GOOD NEWS YOU
HAVE MY HEARTFELT SYMPATHY AND BEST WISHES

J W SCOTT

10 52 AM

Shape you would think the
works had been attacked by
a Corps of the German army

WESTERN UNION

Form 1554

TELEGRAM

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

BELVIDERE BROOKS, VICE-PRESIDENT

RECEIVED AT 238 MAIN ST.
ORANGE, N. J.

B 8 MY R 22 K
Dated New York Dec 10.

Thos. A. Edison,

Orange, N. J.
Just learned your great loss by fire
you have our heartiest sympathy can
we be of assistance Pleased learn
Laboratory was saved

E. W. Rice Jr.
General Electric Co., Church St., N. Y. C.

17

HENRY L. DOHERTY & COMPANY
SIXTY WALL STREET
NEW YORK

December 10th 1914.

Thanks & again --

Mr. Thomas A. Edison,

East Orange, N. J.

Dear Sir:--

Says such troubles don't bother me much I am a trained "good loser" & I'll be back in the game again in 60 days

Your message saying you will start all over again, is a sermon in itself, and portrays some of the wonderful characteristics that have compelled your genius to be recognized by the English speaking world.

Your courage and imagination - which are the two most powerful factors on earth - are not excelled in any other human being.

I well remember the very interesting afternoon I spent with you, looking through your plant, and I trust that before long it will be running again full blast, and that you will not suffer financially, physically or mentally, on account of the disaster of yesterday.

With my very best wishes, I am,

Yours sincerely,

Charles F. Brown

233

THOMAS ARMAT
WASHINGTON, D.C.

December 10th, 1914.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:-

I am deeply grieved
to hear of your loss, but am glad to
note that your fighting spirit has
escaped damage as its impairment would
be an international calamity.

Sincerely yours.

Thomas Armat

*Thanks - my fighting
spirit is 100% + Mr
get back quick*

222

WESTERN UNION DAY LETTER

THEO. N. VAIL, PRESIDENT

Form 2559 K

RECEIVED AT

288 MAIN ST. Thanks say I will be
ORANGE, N. back in the game in 30 days

75 NY B 69

DANEN YORK DEC 10

MR THOS A EDISON ORANGE NJ

Are Searcher Incidents.
booming all night, and so many
men you would think it was
MY CONGRATULATIONS TO YOU OVER YOUR LIFE HEALTH AND WONDERFUL
ACHIEVEMENTS/ WHAT MATTER AT FEW FLAMES. KNOWING YOUR SAGUINE
TEMPERAMENT AND WONDERFUL RESOURCEFULNESS PHOENIX WILL NOW
BE TRIUMPHANT/ OUTCLASSED. NOW FOR THE FUN OF REBUILDING THE
MODEL ESTABLISHMENT OF THE WORLD. YOU HAVE MY SYMPATHY FOR
ANYTHING THAT MAY TROUBLE YOU AND IF THERE IS ANY ANNOUNCEMENT
MY PAPER CAN MAKE FOR YOU PLEASE COMMAND US TO THE LIMIT

CHAS W PRICE

Electrical Review 1140A
13 Park Row, New York
The Freeman Army in Louvain

10

Telephone Bryant 6126

Cable Address "Cosmofoto"

Cosmofotofilm Co

"Where The Real Features Come From"

Sole American Distributors for

THE LONDON FILM CO. LTD.

M. P. SALES AGENCY, LTD. London

World's Tower Building

110-112 West 40th Street

New York

December 18, 1914

*Thank you
very much, still
full of ginger*



Dear Mr. Edison:

It was with greatest regret and sorrow that I read the news in today's papers of the destruction of your magnificent plant and the very heavy loss you have sustained. I am so glad the laboratory and library which has been the scene of your great work for mankind was saved.

Words seem so empty and meaningless at a time like this, but I wish to express my sincerest sympathy for you.

I was delighted at the "old fighting spirit" displayed in the manner of re-building. May every success attend your efforts.

Very sincerely yours,

Julius Rosenberg

Thos. A. Edison, Esq.

Orange, N. J.

64



ROBT H INGERSOLL

NEW YORK
CHICAGO
SAN FRANCISCO

ROBT H INGERSOLL & BRO.

Ingersoll
Watches

JEWELRY, OPTICS, AND FINE WATCHES, NEW YORK

CHAS H INGERSOLL

MONTREAL, CAN.
MEXICO CITY
LONDON, ENG.

CHI/N

December 10, 1914.

Mr. Thomas A. Edison,
Llewellyn Park,
West Orange, N.J.

Dear Mr. Edison:-

I can hardly express my feeling of sympathy with you in the fearful loss
you have sustained.Having been through a number of relatively appalling disasters, and being
interested in several factory enterprises, I am in a position to appreciate
your feelings.And I hope the newspaper reports that you are still smiling, are literally
true; the ability to do that compensates for everything else.

Wishing you success in your rebuilding plans, I am,

Very truly yours,

Chas H Ingersoll

56

*Thank, say these fires
& other darn things are a
part of the game, all be
back at it again in a very short
time*

ROBERT D. STEVENSON

HAROLD E. STEVENSON

STEVENSON BROS.

....DEALERS IN....

HIGH GRADE PIANOS AND PLAYER PIANOS

....AGENTS FOR....

THE FAMOUS EDISON DISC PHONOGRAPH

....HEADQUARTERS FOR....

SHEET MUSIC, MUSIC ROLLS, ALL KINDS OF MUSICAL INSTRUMENTS & ACCESSORIES

ALMACK BUILDING—609 MAIN STREET

COSHOCTON, OHIO DECEMBER TENTH

1-9-1-4.

Mr. Thos A. Edison.

Orange, N. J.

Dear Mr. Edison:

*Thanks appreciation &
May think will be back in the game
again in 30 days Machine Headfords
staff*

Permit us to extend to you, our most
sincere sympathy and regret, owing to the misfortune
that you recently had by the burning of your factories.

We assure you that we were very much
grieved to learn of this, but we are indeed very thank-
ful that you are a man of utmost persistancy and expect
to continue the manufacture of THE EDISON DISC PHONOGRAPH.

We shall, however, continue to help make this
new invention prominent, and should you not complete your
new factory in as short as time as you expect, you can
count on us, as one, to be with you just the same.

Again extending to you, our deepest sympathy,
our kindest regards and best wishes for your ultimate
success, we are

Yours Very Respt.

Stevenson Bros.

RDS/

109

(Per)

Robert Stevenson
"811"

"The Only PAY NO COMMISSION Piano Firm In Coshocton, Ohio"

P. ROBERT MILLER, Editor and Mgr.

W. E. MILLER, Sec'y and Treas.

THE MORRISTOWN REPUBLICAN

Republican Publishing Co., Publishers

East Tennessee's Leading Weekly Newspaper

Morristown, Tenn., December 10th, 14

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:-

I am extremely sorry to read in this morning's news of the loss by fire of your plant. I am an owner of one of your cylinder phonographs-Home A- and a lot of records which I will prize now more than ever for I suppose they can not be replaced. Trusting that you will rise Phoenix like from those ashes and be a source of much happiness to others with your phonographs, records etc., I am as ever,

Yours sincerely,

Walter E. Miller,

care drawer "B"

Thanks & appreciation, we saved
the moulds & will be ready
to supply records in 30 days
The records sent out in last
2 months you will find
are far superior to those
previously issued after having
they will be very fine

103

WESTERN UNION

NIGHT LETTER

Form 2299 K

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

DELVIDERE BROOKS, VICE-PRESIDENT

RECEIVED AT 238 MAIN ST.
ORANGE, N. J.
27 NY H 74 NL 3 EX

GX CLEVELAND OHIO DEC 10-14

THOMAS A EDISON

WESTORANGE NJ

THE PAST TWO YEARS OUR PRINCIPAL CLIENT HAS BEEN THE FORD MOTOR COMPANY FOR WHOM WE AS STRUCTURAL ENGINEERS HAVE DESIGNED AND SUPERINTENDED OUR TWENTY LARGE REINFORCED CONCRETE BUILDINGS ALSO THE STEEL CONSTRUCTION OF ITS NEW POWER HOUSE. AM THEREFORE DEEPLY INTERESTED TO STUDY AND REPORT TO THE FORD COMPANY THE EFFECTS OF FIRE AT YOUR PLANT WILL APPRECIATE PERMISSION TO INSPECT THE BURNED BUILDING I WILL REACH WESTORANGE FRIDAY MORNING.

T L CONDRON

PRESTCONDRON CO

725AM

*Saw him today
no answer*

Ans 12/14



Victor Talking Machine Company

CABLE ADDRESS
VICTOR

CAMPDEN, N. J., U.S.A. December 10th, 1914

*Thank him & say
the old man is a love word
& we are now signing & will get*

Mr. H. F. Miller,
Secretary to Mr. Thos. A. Edison,

Orange, N.J.

be back in the game very soon

My dear Harry:

It is impossible, at this time, for me to convey the feelings which surged through me this morning after reading the accounts of the fire which took place at the plant last night, and, while I have wired Mr. Edison, I would ask that you personally convey to him my sincere sympathy at the great loss which has occurred. He is a very wonderful man and I have no doubt but what he will bear up even under these trying conditions, and I sincerely hope that some arrangements may be possible which will permit of your rebuilding and resuming operations in the very near future.

May I ask that you extend to Mr. Meadowcroft and the others my best wishes for their continued good health, and hoping things may right themselves very promptly, and with kind personal regards to your goodself, I beg to remain,

Yours very truly,

J. P. Dolbear

FED/GR

WESTERN UNION
TELEGRAM

Form 1954

THEO. N. VAIL, PRESIDENT

288 MAIN ST.

RECEIVED AT

ORANGE, N. J.

136

87 NY 8 21

TR NEW YORK DEC 10

MR THOS A EDISON LLEWELLYN PARK ORANGE NJ

ACCEPT OUR SYMPATHY AT YOUR GREAT LOSS WE ARE THANKFUL THAT
THE FATHER OF OUR FAMILY HAS BEEN SPARED TO US.

YOUR STUDIO FAMILY

1213R
be a good scenario showing the German
Army occupying Louvain

Thank the artistic family
and say I have so many men
cleaning up that ~~for~~ it would

GENERAL ELECTRIC COMPANY
WEST LYNN, MASS.

In Reply Refer to

December 10, 1914.

Mr. Thomas A. Edison,
Laboratory of Thomas A. Edison,
Orange, N.J.

My dear friend Edison:-

I desire to express my sympathy for you in the reported destruction of a large part of your plant by fire. I know what it must mean to have built up industries and enterprises and have all the accumulated facilities which it has taken so much effort and so long a time to produce destroyed in a few hours. I hope the loss is not as great as reported in the papers, and that it will be possible to make a good start again. With highest regards, I am,

Very truly yours,

232

Prof. Elihu Thomson *Elihu Thomson.*

Thanks & appen - Say it would
do him good to see the hustling
going on in the works. I'll soon be
back in the game.

4

AMERICAN EXPRESS COMPANY.

(1094)

DEPARTMENT OF
EQUIPMENT AND SUPPLIES,
MANAGER,
L 210-222 EAST 42ND STREET,
NEW YORK

REPLY SHOULD BE ADDRESSED TO MANAGER

Mr. E. J. Flagg You have been 1914
through the political fire
Thomas Edison never know where you are
I have only solid matter to deal
Dear Mr. Edison:
with that can be depended on
It is with great regret that I learn from this
morning newspaper of the fire that has damaged your plant in Orange.
So my job is easier than yours
Kindly accept the expression of my sympathy, and I hope which you
wishes to make appreciate your letter
standard of philosophy will carry you through the ordeal.

much —

Yours sincerely

E. J. Flagg

Manager

HARDWOODS

NEWARK LUMBER CO.

Mr. Thos. A. Edison

West Orange

New Jersey

E. E. PHILLIPS, PROP.

CYPRESS

WHITE PINE

EAST NEWARK, N. J., Dec. 11/14.

My Dear Mr. Edison:-

It is with extreme regret that I learned of your loss.

Permit me to offer you the use of a storage shed 45ft. x 95ft. two story in height it is a strongly built warehouse and has ceilings about 12ft. in height.

You may have this shed to use free of charge until you can straighten yourself out.

It is long side of the D.L. & W. R.R. and a good place to make public announcements from for D.L. & W. traffic.

If I can do anything for you yours to command

Again expressing regret at the unfortunate occurrence and wishing you a speedy recovery.

With Cordial, good wishes, I am

Very sincerely



Thank appreciation say that I have
got hold of 3 places near here so will
not need his shed but thank him very
much for the offer

WESTERN UNION DAY LETTER

THEO. N. VAIL, PRESIDENT

Form 2559 K

RECEIVED AT
57 NY GC 43 BLUEB. With Sh. Tel. 4351-4362
Orange, N.J. Always open

FT MYERS FLO DEC 11

THOMAS A EDISON ~~INEX~~

WEST ORANGE NJ

YOUR FRIENDS FT MEYERS AND CITY OF YOUR ADOPTED HOME EXTEND TO
YOU THEIR DEEPEST SYMPATHY IN THE LOSS YOU ARE REPORTED TO HAVE
SUFFERED BY FIRE WE CONGRATULATE YOU ON THE VIRILITY YOU ARE
REPORTED AS POSSESSING TO REPLACE THE LOST PLANT.

BOARD OF TRADE,

122PM

*Thank & say
hope they will
get things going
as quick as I will*

41

Thanks, Why Squares this is
only a game, ^{of the kind known} get be back ~~in~~ in
two days. playing it again

Dear Edison:

94

Someone has said: "Life
is just one damn thing after
another", and most men
would emphasize the adjective.

Not so with super-men -
for Platonists like they are
from the outset.

And so, big on the material
loss is - and we are all
mighty sorry to hear it -
you may almost be envied
for the opportunity given
you to again "show business".
And if your laboratory

have really escaped, and
you have managed to save
master records and films,
the rest can be managed.

So good luck and an
early resurrection - The world
is the gainer when it can
witness so splendid a
lesson as you are giving it.

Sincerely -
Frank J. Sprague

Dec. 11. 1914.

Frank J. Sprague

One hundred and ninety-nine Salton Street
New York City

Thanks & appreciation.

December 11, 1914.

My dear Mr. Edison:

It was with great sorrow that I learned of your heavy loss. I admired immensely your pluck and courage throughout it all; you certainly proved a hero, as did also Mrs. Edison. I assure you that we all feel very deeply for you at this time.

With best wishes for your future undertakings, believe me,

Very sincerely yours,

Lillie Colgate

Mr. Thomas A. Edison,
Llewellyn Park,
West Orange, N. J.

27 WILLIAM STREET.

New York, December 11th /4

My dear Sir:

I just a line, from one of our

many friends, to convey kindest

regards.

Yours sincerely
Camille G. Brown.

Thanks!

(B)

and maintain keep your
employers is something
like ours or shall all
take a profitable lesson
from.

Please extend to Mrs.
Edison my warmest regards
& believe me

Very sincerely yours
Charles C. Juddick.

December 11, 1914.



Thanks appreciate
all OK again on
60 BROADWAY
NEW YORK 60 days

My dear Mr Edison

I was very sorry indeed
to hear of the loss which
has come to you through the
burning of your factories &
want to express my hearty
sympathy to you.

Such a disaster must
be stunning in its effect
and a man could well be
pained if he should it.
The example you set for
all by the quiet energy
which you show in planning
so promptly to replace the
property, pursue the business

BASIC PATENTS ALL OVER THE WORLD

LAMBIE STEEL FORM CO.

No. 299 BROADWAY

NEW YORK, U.S.A.

CONCRETE HOUSES AND
BUILDINGS CAST COMPLETE
ONE STORY—ONE CAST

TELEPHONE
2476 WORTH

LONDON OFFICES
151a, 153a EUSTON ROAD, N.W.
CABLES AND TELEGRAMS
"JELAMCO" } NEW YORK
LONDON

Mr. Thomas A. Edison,
Lewellyn Park, N.J.

My dear Sir:-

Fire cannot hurt concrete, very much more
than Death could obliterate the influence of your great
life.

I have about a hundred tons Blaw Company
Steel Forms at Pittsburgh and at Hasbrouck Heights, N.J.
They are not quite up to the mark of perfection, as
Carnegie Steel Company are now making for me, but are
in Al condition. They are 8' x 12" units and are in-
terchangeable (clip and wedge to-gether). No doubt
they might come in handy and save something on lumber.
If you can use them you are welcome to same as they
are not quite right for our particular work of small
houses.

There must be some solemn pride in knowing
that probably no one man in the world could have ment-
ally taken your great fire as did you and Mrs. Edison.

Your friend, Mr. Austin C. Dunham of Hart-
ford, Conn. has found my forms to be of great advantage
in the prosecution of his project. He has already

Dec. 11, 1914

*Say, Concrete
buildings not
hurt much can
repair even at it
now*

112

BASIC PATENTS ALL OVER THE WORLD

LAMBIE STEEL FORM CO.

No. 299 BROADWAY

NEW YORK, U. S. A.

-2-

CONCRETE HOUSES AND
BUILDINGS CAST COMPLETE
ONE STORY-ONE CAST
TELEPHONE
2476 WORTH

LONDON OFFICES
151a, 153a, EUSTON ROAD, N.W.
CABLES AND TELEGRAMS
"JELAMCO" NEW YORK
LONDON

Dec. 11, 1914

built several houses and other buildings with some.

Yours respectfully,

H. N. Lambie

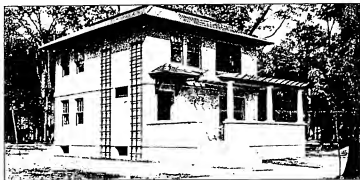
[ATTACHMENT/ENCLOSURE]

LAMBIE

Interchangeable Steel Forms

Basic Patents all over the World

For Cast Concrete Houses and Buildings



One of the Concrete Houses Cast in Lambie Forms
at Camp Grounds, Springfield, Mass.

LAMBIE STEEL FORM CO.

299 BROADWAY, NEW YORK

U. S. A.

LONDON OFFICES

LAMBIE BROTHERS

151a, 153a EUSTON ROAD, N. W.

CABLE AND TELEGRAM

NEW YORK AND LONDON "JELAMCO"

TELEPHONE 2476 WORTH, NEW YORK

Pamphlet No. 8-1915

[ATTACHMENT/ENCLOSURE]

LAMBIE STEEL FORM CO.

THE First operation is to lay the concrete floor of the cellar with a footing course under the part where walls will rise. On this is set the inside forms to which are attached strips for steel reinforcement.

View No. 1 shows the inner forms set up, and method of attaching the reinforcement. They

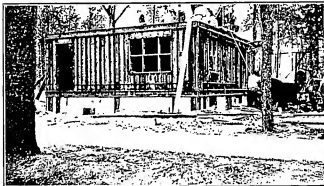
have also started to lay the floor plates on to the adjustable I Beams which carry them.

After the inner forms are set and the floor plates are laid, the outer forms are set up, being spaced either 6", 9" or 12" as the width of wall is desired.

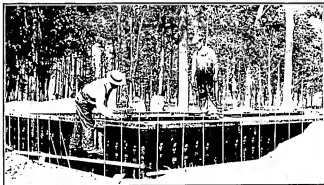
Next is placed horizontally the Belting Course plates on top of the outer perpendicular wall plates.

The floor reinforcement is now put in place and the walls, floors and Belt Course, are then cast in one single operation making one solid inverted box of that story, with no bolt-holes in walls or floors. Door and window frames all set in place, all conforming strictly to our patent rights.

As all forms are uniform and true to line, the cast will be accurate.



View No. 2. One Story One Cast

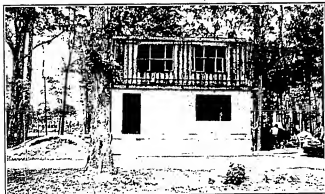


View No. 1. Basement

View No. 2 shows the wall forms removed from the cellar, and set for the first story and ready to pour. The outer basement forms having been passed up to form the inner, and the inner passed up to form the outer molds, thus leaving the first floor forms on for three days longer, (only tying up floor plates.)

[ATTACHMENT/ENCLOSURE]

LAMBIE STEEL FORM CO.



View No. 3. Second Story One Cast

The cornice is cast at last operation, being an extension of the roof, all monolithic.

In ordinary weather, both outer and inner forms will be removed from the walls the next day after they are poured and are passed up to form the next story.

As there are no wires or bolts through our walls, costly finishing of surface is made unnecessary.

This one feature of allowing the removal of all perpendicular (or wall plates) and using same next day, allowing the horizontal (or floor plates) to remain in position until floor has had its proper "set" and strength, saves many tons of extra steel to handle and produces a smooth handsome cast, free from bolt-holes, tie wires, etc., such as common wall forms always leave.



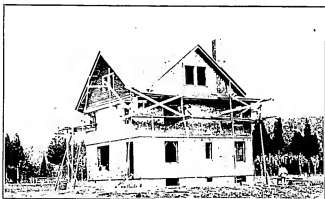
View No. 4. Three Casts. Complete House

EXACTLY the same operation is repeated for second story and for other stories. The forms provide for windows and doors of any size at any place where they may be desired.

The chimneys are cast at the same time using same forms with flue-lining encased in concrete for the flues.

[ATTACHMENT/ENCLOSURE]

LAMBIE STEEL FORM CO.



The Above House (now finished) with Electric Lights, Heat, Water and Plumbing, Seven Good Sized Rooms and Bath, Cost \$2,500

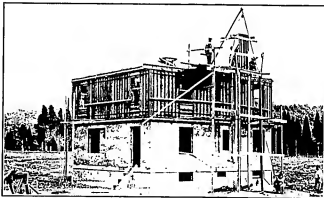
AT NEWINGTON, a suburb of Hartford, Conn., houses are now being cast under our system, as per cuts above and below. They are some of the first of a large operation now under way which is being carried on by Mr. A. C. Dunham the well known Hartford philanthropist and head of the Hartford Electric Light Co.

In this as with other work now going on, has been fully demonstrated the fact that our forms will cast not only houses of any desired size or shape at a low cost, but that circular silos, of small or large diameter may be quickly and profitably cast with them. The same applies to barns, milk houses and other types of buildings desired on the farm or in the city. The next page gives an illustration of a group of farm buildings and silos built with Lambie Forms.

This cut shows second story forms set and pouring operation in progress.

This house complete ready for roof cost \$937.

Official figures from
OLMSTED & OLMSTED
East Hartford, Conn.



This cut shows frame peaked roof, the three concrete stories (including basement) ALL FIRE-PROOF.

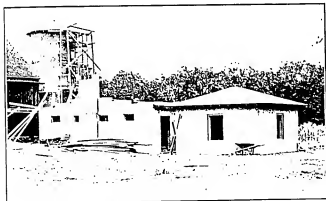
Some people prefer this style Roof.



Perfect S

[ATTACHMENT/ENCLOSURE]

LAMBIE STEEL FORM CO.

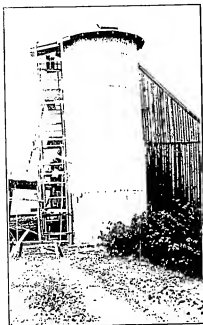


Cox Barns Cast in Lambie Steel Forms

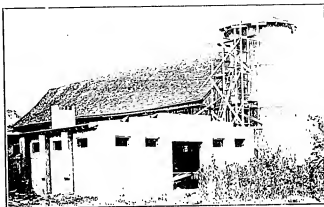
Group of Farm
Buildings, near Hart-
ford, Conn., Cast in
Lambie Steel Forms.

BY

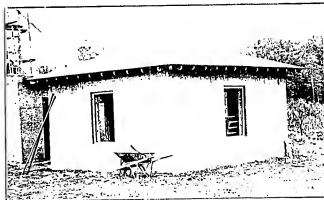
OLMSTED & OLMSTED
East Hartford, Conn.
for A. C. Dunham



Perfect Silo, Cast in Lambie Steel Form, Cost \$2000



Cast in Lambie Steel Forms

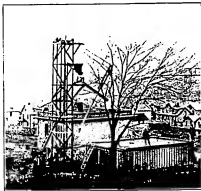


Cast at One Operation in Lambie Steel Forms

[ATTACHMENT/ENCLOSURE]

LAMBIE STEEL FORM CO.

For the cheaper type of tenant houses such as are required by the large industrial plants of the country, the Lambie Forms offer the first and only solution of the Physical Housing Problem. They provide houses of simple design at a cost less than wood or brick, and are permanent, sanitary comfortable, fire and repair proof.



The houses shown above were built by the Pittsburgh Crucible Steel Co. at their Midland, Pa., plant at an official audited cost including a full sized basement and four large rooms for \$1,022.50 each. Without basement same houses may be cast for \$750.

Note Official Letter

PITTSBURGH CRUCIBLE STEEL COMPANY
MIDLAND, PA.

DECEMBER 12, 1913.

Mr. J. W. DOUGHERTY, *President*
PITTSBURGH CRUCIBLE STEEL COMPANY

DEAR SIR:—

The two four-room concrete houses are complete and ready for tenants. The actual cost of houses are as follows:

COST ON HOUSES	Labor -	\$ 735.64
	Material -	1,265.64

The amount under material includes all contract job, which includes plumbing and stairways.

The total cost is a little high on account of being held up for material and unfavorable weather. The estimate figures for a six-roomed house with modern conveniences and building a quantity of them, say 25, will cost from \$1000 to \$1100. This cost does not include painting or steel forms.

Yours very truly,

[SIGNED] C. W. FLENNIKEN,

Engineer in charge.

The Phillips Company

WE WILL EQUIP YOUR PROPERTY
WITH A SPRINKLER SYSTEM
FROM THE SAVING IN PREMIUMS
IN NOT EXCEEDING SEVEN YEARS

AUTOMATIC
FIRE EXTINGUISHER APPARATUS
CONSTRUCTION AND EQUIPMENT
OSHKOSH, WIS.

ADDRESS REPLY TO CHICAGO OFFICE
718 THE TEMPLE, 108 SOUTH LA SALLE STREET
TELEPHONE: FRANKLIN 4-72

OFFICERS
THOS. H. HILL, PRESIDENT
E. J. PHILLIPS, VICE-PRESIDENT
B. E. PHILLIPS, SECRETARY

SUBJECT Automatic Sprinklers
Participating Plan.

Mr. Thomas A. Edison
Orange, N. J.

Dear Sir:-

"It's an ill wind that blows no one no good".

We provide automatic sprinklers for the saving in premium and are closing a big contract with a concern who are employing concrete construction, as the result of your fire. When you get your buildings in shape again, we would like to submit a proposition to install a sprinkler system for the saving in premium.

Your friend Henry Ford builds of concrete, but installs sprinklers as he appreciates the fact that the contents of these properties are often inflammable.

Yours very truly,

E. J. Phillips
SECY. & TREAS.

BEP FM

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THE VITAGRAPH CO. OF AMERICA
LOCUST AVENUE, BROOKLYN, N. Y.

December 11th, 1914.

Mr. Thomas A. Edison,
Orange, New Jersey.

My dear Mr. Edison:-

Permit me to express my sincere regret and also that of The Vitagraph Company of America at the misfortune which has been visited upon your wonderful plant, and be assured of our sincere wishes and belief that a newer and bigger Edison Works will arise phoenix-like from the ashes.

Yours very truly,

Stuart Blackton

B/S.

106
Thanks - appreciation, will be
back in the game in 60 days
I want to warn you against
films. A lot of films in a closed
iron box actually self heated &
Exploded, 3 war vessels have
over

already been lost from our useless
powder which is practically the
same thing. They now use a
stabilizer called Diphenylamine
which is mixed with the powder
We of course cant get Eastman
to use it so you better store negatives
in several places, + where temperature
is low -



33 West THIRTY-FOURTH STREET
New York
TELEPHONE NUMBERS
4-0000, 4-0001

J C ARALL	W W LEVIN
J H BARBER	J H McALL
HENRY G DEARLEN	WALTER NEUMANN
W G L YOUNG	W N ORR
C E KIRK	W N THURMOND
L D GIBSON	PAUL RICHMOND
D E GIBSON	E A WADSWORTH
J H HUGHAN	PRESIDENT NORTHEASTERN SECTION
J H GOLDSWELL	PRESIDENT NORTHWESTERN ASSOCIATION
A W FRY	PRESIDENT MIDLAND SECTION
D E GIBSON	PRESIDENT NEW ENGLAND SECTION
W F GORNFORD	PRESIDENT MIDWESTERN SECTION
A A HOLDSBERRY	PRESIDENT SOUTHERN SECTION
W H B. BARNARD	JOHN BARNARD ASSOCIATION
W E LONG	PRESIDENT PENNSYLVANIA SECTION
W E MCNIC	PRESIDENT EASTERN NEW YORK SECTION
R KETTER	PRESIDENT CALIFORNIA SECTION
	GENERAL SECRETARY

W. H. Meadowcroft, Esq.,
Edison Laboratory,
Orange, N. J.

Please note the enclosed which I venture to send as I had been in hopes that they would be used. Evidently the office boy fell down on the job as he had plenty of time to meet Mr. Nicholas, and I would still be glad if my letter could ^{still} reach the "Old Man".

Yours truly,

Secretary

41

153

JOHN HAYS HAMMOND

NEW YORK

Thanks & Appreciation
We been thru lots of things like
this, it prevents a man from
December 11th, 1914.

getting even - I'll be back with the
my dear Mr. Edison
same again quickly. I see your
son was adopted inventing as a
miser, I send you my sympathy in the loss of your
trade, if he has a commercial
workshop, it is not only a personal and a national
loss, but a world loss, for you have been one of its
greatest benefactors.
destinations.

Σ
Added to my admiration for you as a
citizen, is the recollection of your kindness to my
son, John Hays Hammond, Jr., when, as a boy, he
spent a day with you at your works. His meeting with
you, and the kind interest you showed, were an in-
spiration to him, and I know you will be gratified
to learn of his achievement in the way of steering
boats by wireless.

My wife wishes to add her appreciation
and sympathy for Mrs. Edison and yourself.

Very sincerely yours,

105

John Hays Hammond

THE THOMPSON & NORRIS COMPANY

CORRUGATED PAPER AND SHIPPING CASES

MEDALS:
AMERICAN INSTITUTE
NEW YORK 1877
INTERNATIONAL INVENTORS EXHIBITION
LONDON 1883
EXPOSITION UNIVERSELLE
PARIS 1889
WORLD'S COLUMBIAN EXPOSITION
CHICAGO 1893
EXPOSITION, BORDEAUX 1895

J. L. T. - H. K.

PRINCIPAL OFFICE & WORKS,
CONCORD & PRINCE STREETS
BROOKLYN, N.Y.

AMERICAN FACTORIES:
BROOKLYN, N.Y.
BOSTON, MASS.
BROOKVILLE, INDIANA
FISHKILL FACTORY
NIAGARA FALLS, ONT.
LONDON, ENGLAND
JULICH, GERMANY
CARLISLE, SCOTLAND
"CONTINENTAL" SYSTEM

BROOKLYN, N.Y. Dec. 11, 1914.

Mr. William H. Medowcroft,
c/o Edison Laboratory,
Orange, N. J.

My dear Mr. Medowcroft,

This will introduce Mr. Thatcher of the firm of Thatcher & Son, Brooklyn. Mr. Thatcher expressed the wish to inspect the premises recently devastated by fire. Any courtesies that you can extend to him I will appreciate very much indeed.

I hardly know what to say concerning the misfortune you have all had. I intended to write Mr. Edison personally, but perhaps it would be as well if you would simply tell him how much I regret this misfortune in his business and how sincerely I hope to see restoration at the earliest practical moment. This fire a serious event at best will be alleviated by the indomitable energy of Mr. Edison himself and by the faithfulness and efficiency of the men around him.

Yours truly,

J. L. Thompson

(137)

Tell him Concrete is ok
providing Steel Window frame
Sash & wood glass is
used if yours and wood change
them quick

Vacuum Oil Company

61 BROADWAY

Office of
Vice-Presidents

New York, Dec. 11, 1914.

Mr. Thomas A. Edison,
West Orange, N.J.

Dear Mr. Edison:

The whole country, I know, is extending to you its sincere sympathy over the disaster which has occurred at your plant. I know you will receive direct many evidences of this. I am sure, however, that every one is convinced that the pluck and rare ability which you have shown through these many years will bring you out of these present troubles in due time and in good shape. As a fellow-townsmen, permit me to express my profound regret over your misfortune.

I have noticed in the newspapers quite conflicting accounts as to how the concrete construction used by you had withstood the intense heat and action of the flames. We have been using concrete construction in our refineries with increasing frequency as new buildings called for, on the assumption that these would best stand up against fire. Would you be willing to grant us the privilege of having one of our construction men visit your plant at an early date, with a view of ascertaining just what effect the devastating fire has had upon the concrete construction. I would not trespass upon you with this request were it not that the conditions are exceptional for ascertaining just how concrete resists fire action, as against brick construction, for instance.

I remain,

Very truly yours,

Edward Prizer
Vice-President

Edward Prizer

RP/AMC.

Thanks appear —
Day Concrete buildings are not greatly
injured, I had wood window frames & sashes
had 3 steel frames & sashes with wired glass
only my wooden buildings would have burned
Send your Engineers about any time ask
for me. — S



Built 1838 OLD COURT HOUSE
Torn Down September, 1911

THOMAS A. ELSTON CO., Inc.

CONTRACTORS

Buildings Torn Down

Yards, Storehouses and Office

370 DORCHESTER AVENUE, SOUTH BOSTON

TELEPHONE, 1020 SOUTH BOSTON

All Kinds of Second-Hand Building Material For Sale
Estimates Furnished

Boston, December 11, 1914

Mr. Thomas A. Edison,
all 2 shifts - sorry you and
West Orange, N. J.
safe away

My dear Sir:

Kindly accept our sympathy for your great
fire loss.

Can't we help you? We are considered ex-
perts here in Boston in the line of clearing up ruins.

We have just completed clearing up all the
ruins of the large Naumkeag Steam Cotton Company's mills
at Salem, Mass. We can cheerfully refer to them, and
also to all of the largest Architects and Builders in
Boston.

We feel quite positive that we can save you
some money, and we would be pleased to go on and see you
if you so desire.

Yours very truly,

THOMAS A. ELSTON CO. INC.

*by Thos. A. Elston
Treas*

231

TELEGRAM

WAGNER ELECTRIC MFG. CO.

COUNTER NUMBER	TIME FILED	CHECK
	M.	

Send the following message without repeating, subject to the terms and conditions printed on back of regular message blank, which are hereby agreed to.

Dec. 11, 1914.

Te

Thomas A. Edison,
East Orange, N.J.

Please accept our deep and sincere sympathy in the great disaster which has befallen you and the company of which you are the guiding spirit. If it is within our power to be of any service we will greatly appreciate your calling upon us. Knowing well your dauntless spirit, we do not doubt that great energies are given wholly to reconstruction and that all disney at center of the ruins of the business. Be assured the electrical fraternity of the West stands absolutely with you in sympathy and in any support we may render.

W. A. Layman, President,
Wagner Electric Manufacturing Co.

St Louis, Mo

INITIALS STEN. AND SENDER
PAID OR COLLECT
POSTAL OR W. U.

WAL:JW
Paid.

DAY OR NIGHT
TIME

Day Message

(SIGNED)

WAGNER ELEC. MFG. CO.

TRANSLATION IF CODE WORDS ARE USED

254

Thank him & say that there
some tall hustling going on in
this village & that all the bucks in
the game in 30 days - please wait
me best of luck. You have in
stock new 42nd hand running from
5 To 100 HP 225 Vatts with price

A. J. CLYMER

AN WERT, OHIO

Thanks - say I will be back in the game in 30 days, many subscribers
are working for me. I have put about 11, 1914
My dear Dr. Edison
I was glad to see your letter concerning the loss

Allow me to express my sincere sympathy for the
very severe loss which you have just suffered by fire and to congratulate
you upon the characteristic grit you have shown in proposing to at once
rebuild.

My sincere regards are very better

I may be permitted, also, to congratulate you and
the other stockholders of the Edison Storage Battery Co. upon their
narrow escape and hope that a continually increasing demand for the
battery as a result of its multiplying uses will partly recompense
you for the temporary loss of business in your other departments.

With my kindest regards, I beg to remain

Yours truly,
A. J. Clymer

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TELEPHONE: BARCLAY } 7601
7602
7603



COUNSEL FOR THE AGENCY
JAMES M. BECK,
FORMERLY ASST. U.S. ATTORNEY GENERAL

CABLE ADDRESS: WILBURNS NEW YORK

**THE WILLIAM J. BURNS
INTERNATIONAL DETECTIVE AGENCY, INC.**

NEW YORK, WOOLWORTH BLDG
ATLANTA, EMPIRE LIFE BLDG
BALTIMORE, MUNSEY BLDG
BOSTON, 201 DEVONSHIRE STREET
BUFFALO, WHITE BLDG
CLEVELAND, ROCKEFELLER BLDG
DENVER, FIRST NATIONAL BANK BLDG
DETROIT, TIME SAVINGS BANK BLDG
HOUSTON, UNION NATIONAL BANK BLDG
KANSAS CITY, MIDLAND BLDG
LOS ANGELES, WALTER RYAN BLDG

CHICAGO, FIRST NATIONAL BANK BLDG.
REPRESENTING
AMERICAN BANKERS ASSOCIATION
AND
NATIONAL RETAIL DRY GOODS ASSOCIATION
WOOLWORTH BUILDING
(SEVENTH FLOOR)
NEW YORK

LONDON, 5 REGENT ST. W.

MINNEAPOLIS,	MARKNIGHT BLDG
NEW ORLEANS,	WHITNEY CENTRAL BLDG
PHILADELPHIA,	STOCK EXCHANGE BLDG
PITTSBURG,	COMMONWEALTH BLDG
PORTLAND,	YCON BLDG
SAN FRANCISCO,	FIRST NATIONAL BANK BLDG
SEATTLE,	HINGLEY BLDG
ST. LOUIS,	FINISC BLDG
ST. PAUL,	NEW YORK LIFE BLDG

MAKE ALL REMITTANCES AND ADDRESS
ALL COMMUNICATIONS DIRECT TO AGENCY

December 11th, 1914

My dear Mr. Edison:-

I have been absent from the city and just returned, and cannot tell you how greatly shocked I was to learn of the disastrous fire at your plant, and hasten to offer my sincerest sympathy; also my services.

If there is anything suspicious about the origin of the fire I will be glad to give it my personal attention without any cost, whatever, to you. Therefore, if you have any suspicion concerning this fire, be good enough to let me know and I am yours to command.

Trusting that the plant will be rebuilt on a larger scale than ever, and wishing you every success, I remain

Sincerely yours,

Thomas A. Edison, Esq.,
Orange,
New Jersey

WJB/FMK

92

30 Chestnut St.

Yonkers N. Y.

Dec 11th 1914

Mrs. Theo A. Edison: Thank him & say
West Orange N. J. We are using all our regular
men for cleaning as it is
Dear Sir: more than 4000 will be out of

Sorry to see you lost so much
valuable time & a job for ^{60 days} for which
courage is like a refreshing drink
on a hot day with all these Eastern
people saying things true; it is good to
find one real man amongst them:

I have met with some reverses myself
am only a working man but have been
out of a job some time, have been
Master Mechanic in Iron Mines & Copper
mines of the West but cannot get a
job with them; owing to the depressed state
of the Copper market. If you have anything
I could do to help clear up the wreck
should be pleased to get a job with you
after your own people are all placed.

Yours respectfully
A. S. Dickman.

HENRY L. DOHERTY & COMPANY
SIXTY WALL STREET
NEW YORK

December 11th, 1914.

Mr. Thomas A. Edison,
Llewellyn Park, N. J.

Dear Mr. Edison:

I hope your fire will in some way turn
out to be a blessing in disguise.

While I have not seen much of you of
late, it is simply because I do not want to consume
your time and take it away from the valuable work you
are doing.

At all times wishing you more and more
power and more and more success, I am,

Yours sincerely,

Henry L. Doherty

HLD/f

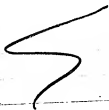
Thanks & appreciation say so far &
have had a few disasters which I manage
to turn out ~~into~~ beneficial. This last
one is a tough proposition, I think I
will be back in the game in record
time. - How you can stay around
Wall St and escape nervous
prostration is beyond my understanding.
Σ

(1914)

Leaving - Mr E
This being done
Leaving 12/11

Please find out about
Steam line to 24 Building
& old 21 - Must get this
in order quick as
possible, ~~possible~~
better give this in charge
to competent men
& if lagging gone he can
order it. This is a
Main artery & must be
got ready right off -
Look out it want replacement
with new building end 24

in which we must
have them also



ALL AGREEMENTS CONTINGENT UPON STRIKES, ACCIDENTS, LACK OF TRANSPORTATION
OR OTHER CAUSES BEYOND OUR CONTROL.

Giant Portland Cement Company

603-610 Pennsylvania Building

15th and Chestnut Streets

Philadelphia, Pennsylvania

December 11, 1914.



CHARLES F. CONN, President

WENES
GOYNE, LEHIGH CO., PA.
LESLIE STA. LEHIGH CO., PA.
HARTFORD, CT.

OFFICES
PENNSYLVANIA: BALDWIN, PHILADELPHIA, PA.
30 CHURCH ST. NEW YORK
100 WILEY ST. BOSTON, MASS.

Mr. Thomas A. Edison,

East Orange, N.J.

Dear Mr. Edison:-

I wish to express my sincere regret upon hearing of your
loss, and the additional burden imposed upon one who has for many years
borne many times his share of the world's work. I hope the press reports
of the catastrophe are greatly exaggerated, and that the interruptions to
your many interests will be of short duration.

With kindest regards and best wishes, I am,

Yours very truly,

Charles F. Conn

L.

230

December 12, 1914

Mr. Nicolai:

Please note that Mr. Theodore U. Condron of the Condron Co., Constructing Engineers, has been engaged for a period of one week at \$50 (Fifty Dollars) per day to render a report as to the condition of our various concrete structures which have been damaged by fire.

In connection with this work, please note I have arranged with Mr. Condron to meet Mr. Moyer at the Biltmore Hotel, New York City, tomorrow, Dec. 13, at 10 A. M.

The above is called to your attention because in placing the order this afternoon for the metal sash and wire glass windows for the undamaged portion of 24 Bldg. and the office building, it is necessary to specify to the manufacturers of the sash that they are to secure exact measurements from the Moyer Engineering and Construction Co. and if they will have their representative meet Mr. Moyer at the Biltmore at 10 o'clock tomorrow when he confers with Mr. Condron, they can save a good deal of time.

Mr. Moyer has promised to have the building plans with him when he goes to the Biltmore tomorrow.

HTL:BP

H. T. Leeming

Messrs. Edison, Chas. Edison, Wilson, Moyer

Dec. 12, 1914.

Siegmund Lubin, Esq.,
Lubin Film Co.,
Philadelphia, Pa.

Dear Mr. Lubin:

Allow me to thank you for your kind telegram of sympathy in regard to the recent fire, and to express my appreciation of the offer of your plant to help me out.

I think we shall be able to pull through by the use of a small plant near us and part of our own plant that was not burned.

The fire was due to spontaneous combustion of film stored in an iron box which was some distance away from any heat. You had better separate your storage a long way from your factory. It is new to me that celluloid will self-fire. You had better take precautions.

Yours very truly,

NEW YORK, EQUITABLE TRUST BLDG.

CHICAGO, NEW YORK LIFE BLDG.

WESTINGHOUSE CHURCH KERR & Co.
INCORPORATED
ENGINEERS

37 WALL ST., NEW YORK

JOHN F. WALLACE, CHAIRMAN & PRESIDENT
JAMES C. BOYD, VICE-PRESIDENT

JOHN SEAGER, DEPT. AND ASST. TREAS.
W. L. MURRAY, GEN'L. ASSTANT

Held

NEW YORK, December 12, 1914.

Mr. Thomas A. Edison,

West Orange, New Jersey.

Dear Sir:

I want to thank you for the few minutes of your valuable time given me yesterday to enable me to present to you a proposal covering the reconstruction of your magnificent manufacturing plant.

Confirming the conversation yesterday I beg to advise you that our present organization is eminently fitted with expert engineers capable of efficiently handling all of the many different phases of engineering and construction that will be necessary to conserve to the fullest the damaged buildings. Having an organization of this kind we are in especially good shape to undertake immediately both the engineering and the construction. I am very sure that you appreciate the profoundness of the engineering problem presented in determining just the best and most economical way of restoring the damaged reinforced concrete buildings. We are prepared to render you this kind of service and in addition we have a highly trained construction force immediately available.

Our master and servant form of agreement is particularly well adapted for the undertaking. Under this form of agreement we would be able to employ as many of your employees as you desired to find work for; we being in position to provide efficient supervision in directing their efforts and you would be at all times in position to control the rates of pay.

Mr. Thomas A. Edison

Page #2,

Dec. 12, 1914.

We are in intimate touch with the building materials market in this vicinity so that we can obtain almost immediately all of the materials necessary. All of our purchasing would have the supervision of your purchasing department if you so desired.

After seeing you yesterday I took a look over the property and, if I may be permitted to do so, would like to suggest the necessity of prompt action in shoring up some of the damaged buildings where as a result of the fire it appears that the action of the reinforcing has been changed from that contemplated in the design, resulting in reversal of the stresses with the result that certain members are now subjected to tension where before were subjected to compression and vice versa, all resulting in an over stressing of both steel and concrete.

I beg your indulgence in writing you at this length and would give as a reason for so doing the very brief time I felt justified in taking with you yesterday.

I left with you yesterday our formal proposal covering the reconstruction of the plant and I would appreciate the opportunity of going over this with you or your representatives at any time. I am very sure that we can be of the greatest service to you if you will entrust us with the entire responsibility of the engineering and the reconstruction and equipment of your plant throughout.

Thanking you for this opportunity of serving you, and waiting your further commands in this behalf, I am,

Yours very truly,

J. M. [Signature]
Chief Engineer.

TNG/LFI

Dec. 12, 1914.

Mr. Holden:

We undoubtedly had more or less apparatus of all kinds belonging to outside people in our factory for repairs which has been absolutely destroyed. Doubtless within the next few days we will be getting letters asking what we purpose doing regarding them, and I would like your opinion in the matter.

Are we legally bound to make good? If it is simply a case of moral obligation I will get the heads of the departments together and decide what action to take.

CHW/IWW

C. H. W.

(Copies to Messrs. Edison and Chas. Edison)

WCH



PUBLISHED 10TH AND 25TH OF EACH MONTH



CHICAGO Dec. 12, 1914.

Mr. Thomas A. Edison,
West Orange, N. J.

Dear Sir:-

The reports as to the destruction of your buildings that we have seen in the papers are somewhat conflicting. We have all the New York papers giving accounts of the fire and if you would kindly signify to us which one of these is most to be relied upon, we will be under many obligations to you.

In the Chicago Tribune of December 11 you are accredited with some remarks and we are sending the clipping of the item to you for verification. We know you must be intensely occupied, but hope that you will be able to spare a moment to give us this information.

With great respect, we are

Yours truly,

LUMBER WORLD REVIEW
Bolling Arthur Johnson,
Editor and Publisher.

LEF*JR

263

West Orange, N. J. of T.A.E.
J.R.E. "LUMBERWORLD"
1914

Spaced from a wooden building
to the wooden frame road
Concrete building
Etc

CABLE ADDRESS "INFUSION"

INFUSION STEEL PROCESS CO.

WM. NELSON THOMPSON, PRES.
ALFRED J. THOMPSON, V. PRES. & TREAS.
A. COLLIVA, WKS. SUPT.

49 6Q BROADWAY

NEW YORK.

Day, all the boys are on the
job, big gang on nights
led picking. Cranes, Erectors
Dear Old Chief, - Lights etc will be back up
the game inside 60 days
I'm ready to put in from 12 minutes
to 12 months to keep you get going again.
I've learned many thing in Executive
management since I stepped off. Harry Miller
pay roll 20 year ago -

God keep you well

Wm Thompson

Thos A Edment
Laboratory
Orange N.J.

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ALL SHIPMENTS TO WORKS, 43 CORTLAND ST., NEW YORK.

Dec. 12, 1914.

C. A. Coffin, Esq.,
General Electric Co.,
30 Church Street,
New York City.

My dear Mr. Coffin:

Many thanks to you for your kind messages of sympathy and offer of assistance. Both of them were received, and I am deeply gratified to learn that I have some very practical friends.

I shall be back in the game in thirty days. The Lamp Works has already sent over arc and search lights, and everything is buzzing around here. In a few days I shall know where I am at, and will probably want some parts made at Lynn. I will let you know about this soon.

With kind regards, I remain,

Yours very truly,

Dec. 12, 1914.

E. W. Rice, Jr.,
General Electric Co.,
30 Church St.,
New York City.

My dear Mr. Rice:

Let me express my deep appreciation of your
kind message of sympathy and also of your offer of assistance.
I want to thank you for your kindness.

The Lamp Works loaned me some search-lights,
and I have got a host of men working days and night cleaning up
and getting things in order. I may want some ^{of} motors a little
later on. I have a rapid move on, and the natives around here
are seeing some tall American hustling.

Yours very truly,

Dec. 12, 1934.

J. W. Scott, Esq.,

Portland, Me.

Dear Scott:

I want to thank you for your telegram containing your kind message of sympathy in regard to the fire. It is very much appreciated.

Keep your nerve and keep on going. I will be back in the game inside of 30 days. We have so many men clearing out the works and getting things in shape that you would think the place had been attacked by a corps of the German Army.

Yours very truly,

Dec. 12, 1914.

Fred M. Kimball, Esq.,
General Electric Co.,
West Lynn, Mass.

Dear Kimball:

Your kind message of sympathy and regards is very much appreciate, and I want to thank you for your kind offer of assistance.

The work of re-habilitation is making great progress. We are working big gangs of men day and night, and I shall soon be in the game again. We have been receiving your list of small direct current motors but please see that Meadowcroft gets the list as I shall probably want some.

Yours very truly,

December 12th, 1914.

Mr. Charles W. Price,
13 Park Row,
New York City.

Dear Mr. Price:

I beg to thank you for your telegram and to express my appreciation of your kind message of sympathy as well as for your offer of assistance.

I shall be back in the game in thirty days. Arc, search and incandescent lamps are booming all night, and so many men at work that you would think it was the German Army in Louvain.

Yours very truly,

December 12th, 1914

Mr. Chas. H. Ingersoll,
315 Fourth Avenue,
New York City.

Dear Sir:-

I wish to express my appreciation
of your kind letter of sympathy in regard to the recent
fire here. These fires and other darn things are a
part of the game. I will be back at it again in a very
short time.

Yours very truly,

Dec. 12th, 1914.

Mr. Andrew Carnegie,
#2 E. 91st St.,
New York City.

Dear friend Carnegie:

I appreciate very much
your note of sympathy and good wishes. It was
quite some fire.

Our concrete buildings
are practically intact, although the fire was
hotter than any of our enemies will see below.

Yours sincerely,

"73"

List of Salvage machines

POLISHING LATHES

12/12/12.

Building #4

1st fl. Polishing

Tag No.	Makers Name	Machine No.	Condition.
2080	Miller Electric Co.		O.K.
960	Diamond Machine Co.	No. 7-A	O.K.
964	" " "	No. 7-A	O.K.
9893	" " "	No. 3	O.K.
2078	" " "	No. 3	O.K.
2077	" " "	No. 3	O.K. All
2076	" " "	No. 3	O.K.
9890	" " "	No. 7-A	O.K.
2098	" " "	No. 3	O.K.
2099	North Ampton Wheel Co.	No. 2	O.K.
93107	Diamond Machine Co.	No. 2	O.K.
2110			O.K. Polishing Head
2089	Diamond Machine Co.	No. 4	O.K. " "
2090	" " "	No. 4	O.K. " "
2081	Wellington Bradshaw		O.K. " "
2083	" " "		O.K. " "
9891	" " "		O.K. " "
2084	" " "		O.K. " "
2085	" " "		O.K. " "
2107	" " "		O.K. " "
2108	" " "		O.K. " "
2109	" " "		O.K. " "
8975	Diamond Machine Co.	No. 7	O.K. " "
896	" " "	No. 7	O.K. " "
8976	" " "	No. 7	O.K. " "
969	" " "	No. 7	O.K. " "
963	" " "	No. 7	O.K. " "
962	" " "	No. 7	O.K. " "
965	" " "	No. 7	O.K. " "
961	" " "	No. 7	O.K. " "
967	" " "	No. 7	O.K. " "
989	Globe Mch. & Stamping Co.		O.K. Tumbling Barrel
990	" " " " "		O.K. " "

<u>Tag No.</u>	<u>Makers Name</u>	<u>Machine No.</u>	<u>Condition</u>
4326	Globe Mch. & Stamping Co.		O.K. Tumbling Barrel
991	" " " " "		O.K. " "
987	Emery Wheel Grinder		O.K. " "
986	" " " "		O.K. " "
985	" " " "		O.K. " "
9894	" " " "		O.K. " "
9892	" " " "		O.K. " "
9895	" " " "		O.K. " "
983	Northampton Mch. Co.	No. 2	O.K. Polishing Head
3303			O.K. " "
3308?			O.K. " "
974			O.K. " "
975			O.K. " "
973			O.K. " "
2096			O.K. " "
979	Northampton Emery Wheel Co.		O.K. " "
2111?	Cylinder Grinding Mch.		O.K. " "
977	Chicago Mch. & Tool Co.		
	Grinding Lathe		O.K.
187?	Manning Maxwell		
	Disc Grinder		O.K.
2095	Jack Spindle		O.K.
2103	" "		O.K.

BLACKSMITH DEPARTMENT.

Everything in Blacksmith Shop O.K.

JAPAN DEPARTMENT.

#11 Building 5th floor
Japan ovens and rack are in perfect condition.

[ATTACHMENT/ENCLOSURE]

BLACKSMITH INVENTORY (1914)

List of Salvage Machines
Machines J K

#7 Building 1st floor

<u>NO.</u>	
3590	Oven Furnace #16 American Gas Furnace Co. Mfg.
3591	" " " " " " " "
3592	" " " " " " " "
None	Muffle Furnace #17 " " " " " "
None	Soft Metal Furnace #5 " " " " " "
None	Oil Tempering Furnace #30 American Gas Furnace Co. Mfg.
3596	Case Hardening Furnace #1 " " " " " "
None	Cyanide heating furnace made in factory
"	" " " " " " " "
"	Lead heating furnace " " "
None	1 - High Pressure Blower #2 American Gas Furnace Co. Mfg.
"	1 - " " " #3 " " " " "
None	1 Blacksmith Forge - Buffalo Forge Co. Mfg.
"	1 " " - Factory made
"	1 Buffalo Hand Forge - Buffalo Forge Co. Mfg.
"	1 Champion Hand Forge.
None	1 Bulldog Vice #96 - Prentiss Vice Co. - Mfg.
None	1 - 250 Lbs. Anvil
"	1 - 244 " "
None	2 Cast Iron anvil blocks
3561	1 swagging block & stand
3585	Steel Shears on legs

[ATTACHMENT/ENCLOSURE]

-2-

NO.

1821	F. B. Reed Drill Press
None	Horton Emery Wheel Grinder
None	One Blacksmith's anvil (cast iron)
None	6 Cast Iron Tanks
None	One 1/8" Sheet Iron Sawdust Box
None	One Electric Furnace - General Electric Co., Mfr.
"	" Regulating Transformer " " " "
"	" Rheostat

✓ CONDON

Mr. Edison.

¹⁷⁴² Thanks to Mr. Condon
for report of progress.

Worcester and Condon are going over
plans of Building No. 24.

Messrs. George and Feguer promise
window shipments of follows: -

1 st Shipment.	This Friday.
2 nd "	Dec 24 th
3 rd "	" 31 st

Hoppe of Min. Glass Co. will be here
tomorrow morning -

W

M. Hoppe



ALL AGREEMENTS SUBJECT TO STRIKES, ACCIDENTS, OR OTHER CAUSES BEYOND OUR CONTROL

THE ANDREW GREIS COMPANY, INC.

... Corrugated ...

AND ALL OTHER FORMS OF STEEL ROOFING AND SIDING
335-337 WEST 19TH STREET

TELEPHONE 2199 CHICAGO
CABLE ADDRESS: "GREISCO" NEW YORK

ART METAL CEILING
SIDE WALLS, WAINSCOTING, ETC.

NEW YORK, December 14th, 1914.

Mr. Thomas A. Edison
East Orange, N.J.

*Send your man right
over this afternoon
sure —*

Dear Sir;

Supplementing conversation over the telephone with one of
your representatives to-day, we herewith enclose one of
our pamphlets showing construction of Garage and Bungalow
using our KEYED STEEL PLATE as re-enforcement for Concrete
or Stucco.

If you will advise us when it will be convenient for
you, we will have our representative call on you with samples
and explain the details.

Hoping to be favored with an interview at an early date,
we are,

Yours Very Respectfully,
The Andrew Greis Company Inc.

A.G./B.

FREDERICK A. SCHEFFLER
EIGHTY-FIVE LIBERTY ST.
NEW YORK

MEMBER
AM. SOC. OF MECHANICAL ENGINEERS.
AM. INST. OF ELECTRICAL ENGINEERS.

December 14, 1914.

Wm. H. Meadowcroft, Secretary,
Thos. A. Edison,
Orange, N.J.

281

Dear Mr. Meadowcroft:

I learned, incidently, this morning that T. N. Gilmore, Chief Engineer of Westinghouse Church Kerr & Co., had some conference with Mr. Edison last Friday concerning the re-building of the burned works, and while you may think that my writing in connection with this matter is butting into something that does not concern me, I nevertheless am going to take a chance on it, for the reason that after having looked over the buildings, which I did, you will remember, the morning of the fire, it could be readily noticed that the work involving the re-building would be primarily more of an engineering proposition than anything else. The question of how to figure the stresses and loads and how to determine whether such portions of the buildings which remain can be safely and satisfactorily used must be done by engineers who are acquainted with this kind of work and cannot be done by guess-work or a 2 ft. rule.

Having followed the large line of work for fifteen years or more, which W.C.K. & Co. has undertaken and completed, I can say without any hesitation whatever, that they are experts when it comes down to re-inforced concrete construction. They have undertaken work of this kind, which is, I imagine, greater than anything which has been undertaken in the world, with the exception,

FREDERICK A. SCHEFFLER
EIGHTY-FIVE LIBERTY ST.
NEW YORK

MEMBER
AM. SOC. OF MECHANICAL ENGINEERS.
AM. INST. OF ELECTRICAL ENGINEERS.

-2-

possibly, of the Panama Canal.

I only hope that some arrangement can be made whereby they can have charge of this work for Mr. Edison; and I am saying this purely from a dis-interested standpoint, although, of course, my past associations with Mr. Edison are of such a character that I cannot but desire to see that he is relieved of as much of the responsibility as is possible and that the work is done in a satisfactory way, with the utmost despatch.

The W.C.K. Co. has, to my knowledge, now, a competent engineering equipment which can be used immediately on this work.

With kind regards and trusting the above will be taken in the proper spirit, as I am sure it will be, I am,

Very truly yours,

FAS-L

December 14th, 1914.

Mr. T. Commerford Martin, Sec.,
National Electric Light Association,
29 West 29th Street,
New York City.

My dear Martin:-

Let me assure you of my deep appreciation of your letter of sympathy and good wishes. I did not have time to see Nicholas of the Electrical World when he called.

If you were around here just now you would see some tall American hustling. I have about twelve hundred men cleaning up, they are working day and night with wrecking cranes, arc, search and incandescent lights, and we are all on the job getting ready to start up again, which I hope to do within the next thirty days.

There is lots of ginger in the old man yet.

Yours very truly,

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Dec. 14, 1914.

F. Commerford Martin, Esq., Sec'y.,
National Electric Light Association,
29 West 39th Street,
New York City.

My dear Mr. Martin:

Of course you will understand the reason of the delay in reply to yours of the 11th instant. This great misfortune has overwhelmed everybody with work, as the Old Man is right on the job and things are hamming around here.

You may well imagine that we were all on tenterhooks on account of the Laboratory, but fortunately that was saved intact.

Such courage as Mr. Edison has displayed is almost beyond belief.

Would that we had a fire-proof museum but I fear the will never give his assent.

Yours very truly,

Dec. 14, 1914.

C. G. Kidder,

27 William St.,

New York City.

Dear Sir:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant, and to thank you for your good wishes.

The work of rehabilitation is under way, and it will not be long before everything will be in full swing again.

Yours very truly,

NEW YORK CITY, N.Y.

CHICAGO, ILL.

PHILADELPHIA, PA.

BOSTON, MASS.

SUFFOLK, N.Y.

CINCINNATI, O.

LACONIA, N.H.

MONTREAL, P.Q.



H. G. VOGEL COMPANY

EXECUTIVE OFFICE, 12 AND 14 WALKER STREET, NEW YORK CITY.

ESTY AUTOMATIC SPRINKLER EQUIPMENTS
PUMPS HYDRANT SYSTEMS AND UNDERGROUND
PIPING OF EVERY DESCRIPTION.

TELEPHONE No. 5280 FRANKLIN
CONNECTIONS ALL DEPARTMENTS

NEW YORK

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

In view of the recent fire at your plant we are presuming to communicate with you reference to our Automatic Fire sprinkler system.

We have a very ingenious device for the extinguishment of fire and an excellent equipment to accompany same. The installation of this equipment not only furnishes the very best protection against fire but greatly reduces the insurance rates as well - in fact, the reduction is anywhere from 60 to 90% from the rate, depending upon the character of the equipment installed: that is, the particular standard to which the equipment will conform.

It is rather a difficult matter to explain this in writing and therefore, we shall be glad indeed to have our representative call on you if you will spare him 30 minutes of your time any day and at any hour most convenient to you.

We appreciate that you are a very busy man, but we really believe that what we have to tell you will be of interest to you. With thanks for the kindness of a reply, we beg to remain,

Very truly yours,

H. G. VOGEL COMPANY

J. B. Coleman
Secretary

JFS

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I will take up the sprinkler question in about a month

December 14, 1914.

Mr. E. E. Phillips,
Newark Lumber Company
East Newark, N.J.

Dear Mr. Phillips:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant and to thank you for your good wishes.

Fortunately I have been able to get hold of three buildings near my plant here, and therefore, I don't think that I shall need to make use of the one that you offer. However, allow me to thank you for your kind offer just the same.

Yours very truly,

Dec. 14, 1914.

Charles C. Goodrich, Esq.,

60 Broadway,

New York City.

Dear Sir:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant, and to thank you for your good wishes.

The work of rehabilitation is under way, and it will not be long before everything will be in full swing again.

Yours very truly,

V. C. 80

December 14, 1914

Messrs. Edison, Chas. Edison:

Reporting upon tools, jigs and material for the B-80 machine:

Mr. C. Weber reports that the jigs under his charge are in very good condition; bushings only to be replaced. Many of the jigs are intact and maintain proper centers. These tools are now in the Storage Battery Tool Room and instructions have been given to give them preference in repairs.

Mr. Munson, foreman of the Drill Press Dept. reports tools have been sent to the Laboratory as far as they have been able to take them out, as the Drill Press Dept. was located in No. 11 Bldg. which was not shored up until last night. As this building has now been made safe through shoring, work is being pushed in this department to save all the jigs for this type of motor.

Mr. Petrowitz reports that the horn situation is very good. In general the jigs will require but little alignment and he can proceed at any time. In addition to this, the Central Stamping Co. and the firm of Lawrence, who have been making horns for us, are ready at any time to assist us.

There are no cabinets, all having been destroyed, but we have had orders out for dimension stock for the last three or four weeks and this stock is just about due. We have placed orders with Jordan in Brooklyn, who has made thousands of cabinets for us, to proceed with the manufacture at once of this type of cabinet. Mr. Jordan was here yesterday and has promised speedy service.

The springs for this type of machine have been ordered by telegraph and the American Steel & Wire Co. promises to have all we may possibly need by the time we are ready for them.

Our grinding machinery has been found in very good shape as far as preliminary examination would show. The slides and spindles all seem to turn and move freely which would indicate that no warp- ing has taken place. These are now in the Storage Battery Co. and will be set up at once to proceed with the manufacture of governor discs for this type and any other type of motor. We have saved enough governor discs which will only need re-hardening to put us in good shape for some time. The same applies to worms. We have saved enough of these which will only require re-hardening to also give us a change to get started without our cutting machinery.

The thread milling machines are now being removed and will be sent over to the Storage Battery at once for examination and repairs. This thread milling machinery is used for cutting worms. The gear cutting machinery is also being removed this morning as we could

not locate them before as they were in the unsafe portion of No. 11 Bldg. and every pressure will be put upon these two types of machines to get them in working condition again.

The dies for the Disc turntable are in fairly good condition. ~~xxxx~~ Our hydraulic press will have to be overhauled, also the pump, but we find that the Storage Battery has eight hydraulic presses. One will do all we will want for sometime.

In general I believe we are in very good shape to ~~continue~~ the manufacture of this model very shortly.

ON.BB

C. Nicolai

Copies to Messrs. Leeming, W. L. Bokert, O. Weber, Waterman, Parkhurst

Dec. 14th, 1914.

Mr. Frank J. Sprague.
241 West End Ave.,
New York City.

My dear Sprague:

Why, Sprague, this is only
a game. I will be back in 60 days playing it
again.

Many thanks for your kind
note of sympathy and good wishes. It is all
very greatly appreciated.

Very truly yours,

Dec. 14th, 1914.

Mr. Wm. J. Burns, Pres.,
The Wm. J. Burns Detective Agency, Inc.,
Woolworth Bldg.,
New York City.

My dear Mr. Burns:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant and to thank you for your good words.

The fire was straight. A lot of darned celluloid "spontained" and exploded. I have 1500 men cleaning up, and will be back in the game in 60 days.

I have one of your operators working for me.

Very truly yours,

Dec. 14th, 1914.

Mr. Henry L. Doherty,
60 Wall St.,
New York City.

Dear Mr. Doherty:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant, and to thank you for your good wishes.

So far I have had a few disasters which I have managed to turn to my own benefit. This last one is a tough proposition. However, I think I shall be back in the game in record time.

How you can stay around Wall St. and escape nervous prostration is beyond my understanding.

Very truly yours,

December 14, 1914.

Mr. F. D. Lambie
Lambie Steel Form Co.
#299 Broadway
New York City.

Dear Sir:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant and to thank you for your good wishes.

I am glad to say that my concrete buildings were not much hurt, and they can be repaired. We are hard at work now.

Yours very truly,

OFFICE - December 15th, 1914.

Mr. Condron, engineer of 24 building, informs me from New York that he has communicated our needs to several manufacturers of circular reinforcement for concrete columns.

He recommends that test be conducted in a properly equipped shop to find out the best method of placing this reinforcement on a column already in use.

Mr. Edison has authorized him to conduct tests, not costing more than Twenty-Five Dollars (\$25.00) and not taking longer than one day to attain this object.

S. B. MARRITT

"MAXIMUM ENGINEERING SERVICE"

CONCRETE ENGINEERING COMPANY

(INCORPORATED)

OMAHA NATIONAL BANK BUILDING

OMAHA, NEB.

TELEPHONE DOUGLAS 9100

REINFORCED
CONCRETE
BUILDINGSSTEEL SYSTEM
STRUCTURAL
CONCRETE PLUMB
CONSTRUCTION

397

STRUCTURAL BRIDGE
ESTIMATES
CONSTRUCTIONREINFORCING STEEL
FIREPROOFING
CHOD WIRE LATH
CHOD WIRE FABRIC
CHOD BAR CHAINS

December 15th, 1914.

DISTRICT OFFICES
LOS ANGELES
MILWAUKEE
CHICAGO
CLEVELAND

My wood buildings
+ my Brick & steel roof buildings
are flat on the ground with all the machinery
Mr. Thomas A. Edison,
West Orange, New Jersey:
Dear Sir: My principal buildings Reinforced
Concrete are all in good condition except some
Since the unfortunate destruction of your plant by fire
of the Columns + a few spots where concrete
the writer has received many requests to explain why a reinforced
floor was suggested. The Concrete Building
concrete fireproof factory should be burned to the ground.
I have saved nearly all of my machinery
would like to have some explanation of this matter to give to in-
quiring clients, and therefore, if you can find a minute's time
to advise regarding this unfortunate circumstance it will be very
much appreciated.
The fire is a great triumph for
Reinforced Concrete —
The writer had the pleasure of visiting your factory
at West Orange about five years ago, while attending Columbia
University, and his recollection is that most of your buildings
at that time were mill construction.

Your reply to the above will be esteemed an especial
favor.

Yours very truly,

CONCRETE ENGINEERING COMPANY

"Maximum Engineering Service"

By

President

CIM-CWU

NATIONAL CONSTRUCTION CO.

GENERAL CONTRACTORS
AND BUILDERS

1410 MAJESTIC BUILDING
TELEPHONE GRAND 555

MILWAUKEE.

December 15, 1914.

Mr. Thomas Edison,
Orange, N. J.

Dear Sir:-

Dear Concrete Buildings
were not impressed to any material
extent & we shall use them again
after trying a few columns

I have noticed by the papers that you are about to construct a plant of re-inforced concrete. I am very much interested in that line of work. I have put up some of the largest re-inforced concrete buildings in the country, such as factories and wholesale departments. I have had considerable experience in re-inforced concrete and general building work. My work is noted for quality and speed. At the present time I am putting up a fireproof building at Madison, Wisconsin, of re-inforced concrete for L. F. Schoelkopf, a department for the handling of the Ford Automobile, and which is nearly completed. Mr. Schoelkopf is one of the big salesmen for the Ford car in this part of the country. You can refer to him and hundrede of others that I would give you a list of. I can assure you that I am capable of doing concrete work at almost any speed. I am a man who is on the job and will give the work all my time and personal attention and will work in conjunction with the architect and advisers of the plant. I would be pleased to secure plans when you are ready to take figures, or if you have some other way in mind of letting the job I would be glad to come and see you personally and go over the matter thoroughly. There is nothing in the country can beat me on re-inforced concrete or can touch the cost of the system I have for handling material and labor. I am general manager of the company and you can reach me at the Capital Hotel, Madison,

NATIONAL CONSTRUCTION CO.

GENERAL CONTRACTORS
AND BUILDERS

1410 MAJESTIC BUILDING
TELEPHONE GRAND 535



MILWAUKEE.

-2-

Wisconsin. Hoping that you will give this matter your consideration, and
awaiting an early reply, I remain

Yours respectfully,

JTU:D

Con 9-153

Mr. Edison

Mr. Ham, a Boston ^{Concrete} Engineer, was introduced to me by Eller from Hollis French a good friend of mine and the head of a large engineering concern doing structural work.

He spoke to me yesterday to sound me on how you would feel towards a movement among the concrete engineers - say 5 or 6 of the very best ones - to come to the plant and in the next few days make a joint examination. His idea was that this would be done without charge and very quickly. Mr. Turner of the Turner Construction Co who built the

Bush Terminal Buildings agrees
with Ham that a conference would
be the quickest and safest way
to tackle the problems here but
disagrees as to "no charge".

Mr. Ham is in N.Y. and
wants to know how you
feel about such a conference.

[ATTACHMENT/ENCLOSURE]

~~Mr. Turner~~ Mr. Hawn
City Club until 12

Mr Turner's for lunch

Main 3926

*Received Mr. Hawn
that was wrong
policy was to sign
all right of business*

Call Come out

211
Dec. 16, 1914.

Mr. W. A. Layman, Pres.,
Wagner Electric Manufacturing Co.,
St. Louis, Mo.

Dear Mr. Layman:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant, and to thank you for your good wishes.

There is some tall hustling going on in this village and I will be back in the game in 30 days.

Please mail me a list of D. C. Motors you have in stock, new and second hand, running from 5 to 100 horsepower. 225 volts, with prices.

Yours very truly,

December 16, 1914.

Mr. Charles F. Conn,
c/o Giant Portland Cement Co.
45th and Chestnut Sts.
Philadelphia, Pa.

Dear Sir:

Allow me to express my appreciation
of your kind message of sympathy in regard to
the recent fire at my plant and to thank you
for your good wishes.

This trouble is nothing compared
to the running of a cement works for ^{four} years
on a 65¢ market.

Yours very truly,

313
A

JB Thank

Reccmb. 16. 1914.

Dear Mr. Edison,

Had I been able I would have written before, not so much to express my regret at the material loss you have sustained as to congratulate you that your valuable records have been saved through the foresight of Mr. Edison. With new and much improved facilities you will do far better and the temporary drawback will prove a gain in the end.

With best wishes for your health and success I remain as ever
faithfully yours

NIKOLA TESLA *Nikol Tesla*

Telegram

Dec 16/14

W. H. Mason - New Village, N. J.
Cement Works

Would like to have good all round
draughtsman ~~who is quick~~
~~who is quick~~ who is quick pick out
one of best men you had during
our construction period &
trace him & see if you can
get him a salary increased

Telephone wires
down - sent by W. H.
Dec 16/14 11.20 am
W. H.

Σ

Copy
(COPY)

*has originals
filed for decision*
December 16, 1914.

2567
To the Honorable Board of Fire Commissioners,
City of Newark, N. J.

Gentlemen:

I own considerable property and several manufacturing plants employing several hundred people in the Silver Lake section of Belleville. Some of it is on Belmont Avenue near Bloomfield Avenue and some on Franklin Street. My people have conferred with the New Jersey Fire Alarm Company concerning the installation of Auxiliary Fire Alarm Boxes throughout the various plants, to be connected to your Fire Alarm System through private boxes, and are advised by them that in view of the fact that these properties are located beyond the Newark City lines, it will be necessary to secure your permission for such an installation.

In view of the proximity of these properties to the Newark line and the possibility of extensive conflagration, in case of fire, spreading into Newark, and also in view of the fact that there are now installed within our property six fire hydrants connected to the Newark Water System, I am especially desirous of securing the assistance of the Newark Fire Department, with its modern apparatus and efficient organization, in case of fire.

I therefore respectfully request of your honorable body the sanction necessary for the installation of two private boxes within our plant, connected with the Newark Fire Alarm System, and the possible extension thereof throughout the plant by means of auxiliary boxes.

I will be glad to have some of my people appear before you and go into this matter if you so desire.

*Most respectfully,
Wm. A. Edison*

JOHN L. COCHRAN

WHOLESALE

YELLOW POPLAR AND HARDWOODS

601 WEST 115th STREET

NEW YORK CITY

PHONE, 7551 MORNINGSIDE

New York City Dec 16, 1914.

Mr Thomas A. Edison.

Orange N. J.

Dear Sir:-

*Thank him Concrete buildings
not much damaged - Lumber crowd
gets to decide work in for quick
erection of temporary
buildings See.*

In connection with the act of marking, the writer read
with great pleasure of your determination to start again, and hope
it will not be many days until your plant will be working
again, and I suppose that all of the lumber crowd will have to jolt
you a little about the "fire proof buildings."

*1866
same*

Your determination in this affair, recalls the fact
that when I was a youngster living in Memphis, I spent a great
deal of my time at Mrs Speeds, and you at that time had a sweet
heart from Mississippi, so child like, had to be around. At that
time you were working in a telegraph office, and you were very
fond of my father who was in the cotton business in Front St.

Hoping that you will soon have larger and better
buildings than ever and all back at work, I remain

Yours truly

John L. Cochran.
JLC

391

#1

12/16/14 D.A.

LIST OF MACHINES IN JEWEL DEPT.DAMAGED BY FIRE5th FLOORFIRE
DAMAGED
REPAIRS.BUILDING #18

No. of Machine	Maker's Name	Name of Machine	To be Repaired	Destroyed
1525	E. P. W.	B-Stylus-Holder Bending Fixture for tail	1	-
401	" " "			
402	" " "	G. Stylus Holder Grinding & Polishing Machine	4	-
403	" " "			
404	" " "			
384	Amer. Watch Tool Co.			
385	" " " "			
386	" " " "	Sapphire polishing machines	5	-
387	" " " "			
388	" " " "			
395	Sloan & Chase			
396	" "			
397	" "	Sapphire Sawing Machs.	5	-
4749	E. P. W.			
4750	E. P. W.			
389	Amer. Watch Tool Co.			
390	" " " "			
391	" " " "	Special Lathes for Rolling Sapphire	6	-
392	" " " "			
393	" " " "			
394	" " " "			
4835	Sloan & Chase	Lathe Bench	1	-
4480	" "	Drill Press	1	-
No. Tag	" "	" "	1	-
3745	Seneca Falls Mfg. Co.	Engine Lathe	1	-
4837	Garvin & Co.,	Garvin Miller	1	-
4484	No name	Large Bench Drill Press	1	-

DAMAGED BY FIRE

 $\frac{1}{15}2$

No. of Machine	Maker's Name	Name of Machine	To be Repaired	Destroyed
8980				
8982	Amer. Watch Tool Co.	Dial Gauge Cutters	-	2
3750	Sloan & Chase	Bench Lathe	1	-
929	" "	" "	1	-
5615	Am. Watch Tool Co.	" "	1	-
399	" " " "	" "	1	-
9112	Sloan & Chase	Compound Slide Rests	1	-
9118	" "	" " "	1	-
9123	" "	" " "	1	-
9121	E.P.W.	" " "	1	-
9120	Sloan & Chase	" " "	1	-
4483	Sloan & Chase	Milling Attachment	1	-
4482	" "	Screw Thread Cutting Attachment	1	-
No Tag	E. P. W.	Disc Dia. point Multiple Spindle Grinding Mach.	-	-
" "	" " "	Disc Dia. Point or Cyl. Multiple Spindle Grinding Machine	4	-
" "	" " "	Cyl. Dia point Multiple Spindle Grinding Machine.	5	-
1523	" " "	B. Stylus Holder Bonding Fixture	1	-
No Tag	" " "	B Stylus Holder " Fixture for tail	1	-
No Tag	" " "	J.G.K.H. Stylus Holder 1st Bending Fixture	1	-
" "	" " "	J. G. K. H. Stylus Holder 2nd Bending Fixture	1	-
" "	" " "	J. G. K.H. Stylus Holder 1 Swedging Die	-	-
1524	" " "	B. Stylus Holder Shearing Die	1	-

LIST OF MACHINES IN JEWEL DEPT.DAMAGED BY FIRE.5TH FLOOR.

<u>No. of Machine</u>	<u>Makers Name</u>	<u>Name of Machinery</u>	<u>To be Repaired</u>	<u>Des-troyed</u>
5770				
3346	Hill Clark Mch. Tool Company	Chicago Bench Miller	1	-
4477	" " " "	" " "	1	-
4497	" " " "	" " "	1	-
741	Sloan & Chase	Single Spindle flat		
748		Table Drill Press	2	-
1509	" " "	Single Spindle Round	-	1
415	" " "	Table Drill Press	-	1
No Tag	" " "	" " "	1	-
" "	B. P. W.	Sapphire Cupping Mach.	-	4
" "	" " "	H. Button Necking "	-	
" "	" " "	C. Button " "	-	4
" "	" " "	C " Rounding "	-	24

J. E. M. SIMPSON

L.B.

HARD WOOD SAW MILL.

LOST IN FIRE

BUILDING #17 -1st FLOOR

<u>Maker</u>	<u>H.P.</u>	<u>Volts</u>	<u>Our No.</u>
Sprague	10	230	9220
Burke	4	125	2782
"	4	125	2781

STARTING BOXES.

10 H.P.	230 Volts Starting Box
4 "	125 " " "
4 "	125 " " "

WIRE

#6 D. B. Rubber covered Wire	600 ft.
#14 " " " "	400 "

SWITCHES

60 Amp. Fused Knife Switch	1
30 " " " "	2
50.0 " Snap Switch	3

PLUG CUT OUTS

Edison Plug Cut Out	2
---------------------	---

CONDUIT PIPE

3/4"	50 ft.
1/2"	200 "

CONDUIT PIPE FITTINGS

1/2 T III	6
1/2 LR II	3
3/4 LL	2
3/4" Conduit Elbows	2
1/2 H 110	3

#2	<u>PIPE STRAPS.</u>	
1/2"		1 lb.
3/4		1 "

	<u>LAMP SOCKETS</u>	
5/8 Male Tread Sockets Bryant		4

	<u>LAMPS.</u>	
150 Watt Mazda Lamps		4

	<u>SHADES</u>	
16 Porcelain Shades		4

	<u>SHADE HOLDERS</u>	
2 1/4		4

	<u>ENCLOSED FUSES</u>	
60 Amp.		2
30 "		4

LIST OF MACHINES IN SPEAKER ASSEMBLY DEPT.

DAMAGED BY FIRE

5TH FLOOR.

BIG #13

<u>No. of Machine</u>	<u>Makers Name</u>	<u>Name of Machinery</u>	<u>To be Repaired</u>	<u>Destroyed</u>
9880	Sloan & Chase #5	Lathe	1	-
9879	Amer. Watch Co. 7" Swing	"	1	-
20	Amer. Watch Co. "	"	1	-
36	" " " "	"	1	-
4531	Peck Stow & Wilcox Co.	Shearing Machine	1	-
5619	Garvin Mch. Co.,	Foot Press	1	-
3460	Perkins Mch. Co.,	" "	1	-
665	Gould & Eberhardt	Bench Ft. Press	1	-
(No. Number) (No Name)		Belt Splitting Mach.	1	-

J. E. M. SIMPSON,
L.S.

SPEAKER MANUFACTURING

MACHINERY & TOOLS

	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>	<u>Required</u>
1. Pratt & Whitney 4 Spindle Sensitive Drill Press. #2792	-	1	-	1
2. Pratt & Whitney 5 Spindle Sensitive Drill Press#2	-	1	-	1
3. Sloan & Chase Single Spindle Drill Press (Square Bar) Bulletin #3	8	11	-	11
4. Sloan & Chase Vertical Lever Tapp- ing Machine, Bulletin #6	-	2	-	1
5. Sloan & Chase Vertical Table Lift Taping Machine. Bulletin #5	-	2	-	1
6. Sloan & Chase, Mfg. R.S. Bench Lathe with compound slide rest & Tail Stock	-	4	-	2
7. Brown & Sharpe, 9" Universal Hand Lathe	-	5	-	3
8. Pratt & Whitney #2 Hand Milling Machine #4150	-	6	-	2

J.E.H. SLEPSON

L.B.

SPEAKER ASSEMBLY (W.E.M.SIMPSON)

USED TO MANUFACTURE

	<u>Destroyed</u>	<u>Can be</u> <u>Repaired</u>	<u>O. K.</u>	<u>Required</u>
1. Derbyshire or Amer. Watch Tool Co. Watch Lathes #2 and accessories.	5	4	-	9
2. Emerson Motor Shunt. V. 110 Amp. 9 Type #412 E.A. Speed 1800. 1/16 H.P. #892904	9	-	-	9
3. Sewing Machine - Singer #46 W. S. #9	3	-	-	1
4. Bench Lathe- Sloan & Chase #5	1	5	-	1
5. Two Burner Flat Gas Plate (Pur- chase at any hardware store)	2	-	-	1

SPECIAL TOOLS

6. Diaph. Punch & Die for Disco.Repro- ducers.	1	-	-	1
---	---	---	---	---

J. E. M. SIMPSON

L.B.

CABLE ADDRESS "LUBIN" PHILADELPHIA

EXECUTIVE OFFICES AND STUDIO
20th STREET & INDIANA AVENUE

LUBIN MANUFACTURING COMPANY

CHICAGO
LONDON
BERLIN
VIENNA
MANILA



MOSCOW
BARCELONA
RIO JANEIRO
MILAN
SIDNEY

PHILADELPHIA, PA. U. S. A. Dec. 17, 1914

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison,-

709

I am in receipt of your very kind letter under date of Dec. 12th. and glad to learn that you feel things will come out satisfactory in the end. It certainly was a sad misfortune but I know you can master the situation.

I note what you say about the storing of films. I have learned quite a bit from my recent fire and have already built separate storage vaults out on my country estate which are considerable distance from any of the buildings.

If there is anything I can possibly do for you, do not hesitate to call on me.

With my best greetings of the season and the coming New Year, beg to remain,

Yours very truly,

S.L.
L.M.L.

Josephine Lubin

Editor - latter part of this article

} See last paragraph

Holland Letter released for publication Thursday, Dec. 17, 1914.

It should not require a long time to appraise the estate of the late John Wendell and in this respect it differs from some of the very large estates which in recent years have been appraised by the authorities to ascertain the amount of tax due the state. Those who know something of New York city real estate and have some knowledge of the part of it which is owned by the Wendell family are inclined to think that the aggregate appraisal upon the entire Wendell real properties will be considerably in excess of \$60,000,000. Recent ~~the~~ object lessons in the vicinity of the Wendell home on Fifth avenue give some clue to the value of a portion of the Wendell property. One department store has invested approximately \$5,000,000 in land and buildings situated upon a block across the street from the Wendell home. Another department store represents an investment of nearly \$13,000,000, the greater part of this being the value of the island, an entire block, upon which the white marble store stands. Incidentally, this value suggests how great the earning capacity of the shop must be in order to gain enough to meet the interest charges upon this investment. Diagonally across the street from the Wendell plot on Fifth avenue another department store is investing millions although its undertaking would not a few years ago have cost

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the object lessons in the vicinity of the Wendell home on Fifth avenue give some clue to the value of a portion of the Wendell property. One department store has invested approximately \$5,000,000 in land and buildings situated upon a block across the street from the Wendell home. Another department store represents an investment of nearly \$13,000,000, the greater part of this being the value of the island, an entire block, upon which the white marble store stands. Incidentally, this value suggests how great the earning capacity of the shop must be in order to gain enough to meet the interest charges upon this investment. Diagonally across the street from the Wendell plot on Fifth avenue another department store is investing millions, although its undertaking would not, a few years ago, have cost 50% of the amount which must now be invested.

The Wendell properties really assume a sort of tontine form. There are no direct heirs. Neither Mr. Wendell nor his sisters ever married. As one after another of the owners of these properties pass away those who are living inherit, but the time cannot be distant when all this ownership must cease.

What are called the eccentricities of Mr. Wendell have been the subject of much comment since his death recently. But those who are expert in the real estate business have long been of the opinion that exclusive and successful attention to real estate as a business develops not so much eccentricity as originality. The late Dean Hoffman, prominent as an Episcopalian clergyman of broad views and of far-reaching religious influence, was a man of entirely different type when he was operating in real estate, a business in which he accumulated about \$8,000,000. Mr. Wendell and his sisters were not so eccentric as original in their determination to keep whatever real property they bought, relying in great measure upon the appreciation or the so-called unearned increment for their gains. They could have entertained in splendor and there is no family in New York who could overmatch them in the magnificence of the social life which they could easily

[CONTINUED FROM PRECEDING FRAME]

have lived, but their house sometimes called to mind the description of the house described by Dickens in his novel, "Great Expectations" for it seemed to be untenanted and if daylight ever streamed in it must have penetrated openings which were not to be observed.

How much of the Wendell property was in the ownership of Mr. Wendell and how much of it was the undivided ownership of himself and his sisters is not yet disclosed. The income even at the low rate established by Mr. Wendell for rentals must have been very large and almost all of it was reinvested in new real estate property. Mr. Wendell was a student of real estate development and his opinion, spoken a good many years ago, that property on Manhattan Island advances northward and in value every ten years has been accepted as axiomatic by real estate experts. The property as a whole represents one of the very great American fortunes, as it also represents a perfectly original and exclusive manner of maintaining and increasing it.

ACROSS THE STREET.

Diagonally across the street from the Wendell home has stood for many years the city home of Frederick W. Vanderbilt. When it was built the architects and contractors met with an unexpected difficulty, for it was discovered that some ten or twelve feet below the surface an underground stream of considerable size flowed westerly.

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EDISON'S LOSS.

Although the recent fire which consumed some \$2,000,000, money

[CONTINUED FROM PRECEDING FRAME]

value, of the great plant established by ~~T~~^{Mr} Thomas A. Edison, Edwellyn Park, is the heaviest loss Mr. Edison has probably ever been compelled to face, yet it is by no means such a dead loss as was one which was an unhappy experience some fifteen years ago. This loss can be repaired. Meanwhile, Edison is in receipt of an income which in the aggregate reaches almost fabulous figures. The loss which can never be repaired and which represented practically all that Edison had gained from his incandescent lights was the destruction of his plant in the New Jersey mountains at the very moment when its product was exactly what Edison expected it would be when he began to work out the proposition of how best to secure the iron ore in these New Jersey mountains which was of a peculiar character, Dollar after dollar of his capital went into this work. His system involved the use of magnetism for extracting the ore, and at last it was absolutely successful. Just at that time, there were discoveries in the Lake Superior region of great bodies of that particular kind of ore which could be mined and shipped at a cost considerably below the cost of producing the Edison iron. Of course, that meant the ruin of his expected industry. Edison, however, has the courage of genius and with a loss of that property representing something like \$2,000,000, he turned to other things and these are now yielding him a yearly income surpassed only by that received by ten or twelve Americans.

HOLLAND.

EASTMAN KODAK COMPANY
ROCHESTER, N.Y.

December 17th, 1914.

Mr. Thomas A. Edison,
Orange, N. J.,

My dear Mr. Edison:-

On my way up from the South I was startled by the reports of the fire in your works. On my return home I found that our people had expressed their sympathy but I want to add mine personally and to say to you that I can sympathize with you because I have been through the ordeal once myself. It was back in 1887 when our plant was not very large but it was all the plant we had. You have my best wishes for an early resumption of your output in every department. If we can be of any assistance to you you have but to command us.

With best regards, I remain,

Yours very truly,

Ed Eastman

434

Thank him & say how much help
given all the assistance we need
that ~~we~~ will be on our
feet again in record time.

Dec. 18, 1914.

Mr. Nikol Tesla,
Metropolitan Building,
New York City.

My dear Tesla:

Allow me to express my appreciation of your
kind message of sympathy in regard to the recent fire at my plant,
and to thank you for your good wishes.

We are doing some tall hustling around here
and I will be back in the game again within 60 days.

Yours very truly,

Dec. 18, 1914.

Mr. John L. Cochran,
601 West 115th St.,
New York City.

Dear Sir:

Allow me to thank you for your kind letter of encouragement and good will. Your letter recalls days in Memphis which seem to be a long way off at this time.

I am able to say that my concrete buildings were not much damaged, and they will be easily repaired. The lumber crowd has been getting in its deadly work for quick erecting of temporary buildings.

Yours very truly,

All communications to be addressed direct to the Company:

J. STONE & COMPANY, LIMITED,
ENGINEERS.

REGISTERED OFFICE,
DEPTFORD, LONDON, S.E.
Nearest Passenger Station North Cross, S.E.R.

London Office, { OCEANIC HOUSE,
14, DOCKSPUR ST., S.W.

for address { Telegrams "TO STONE & DEPTFORD, LONDON."
Telephone 1202 NEW CROSS (Houses)
for address { Telegrams "OCEANIC, WEST LONDON."
Telephone N7 7047 OCEANIC (2 Lines)

DATED RATES FOR DELIVERY ARE
SUBJECT TO STRIKES, ACCIDENTS &
OTHER UNFORESEEN CIRCUMSTANCES.



Deptford.
616
London, S.E.

18th December 1914.

*Thank him & say we are
back on our feet again doing
our work in Australia asap.*

T. A. Edison Esq.,
Messrs The Edison Storage Battery Co., *We have great*
Orange, New Jersey. *faith that England*
U. S. A. *her partner will rid Germany of the Militarism*

Dear Mr. Edison, *I show her that it is not necessary*
The whole of Great Britain mourns for you
in your great loss. We were all very sorry
indeed to see an account in the English papers a few days
ago, to the effect that the whole of your plant had been
burnt out, and it was indeed very fine of you to say that
you would immediately start to build it again.

I have your photograph, which you gave me when I
had the pleasure of meeting you in Orange last year, framed
in my office in London, and this always reminds me very much
of the kind way in which you and your staff treated me on
my first visit to your factory, as your kind welcome
immediately made me feel quite at home.

I do not know when I shall be coming out to the

2.

States again, as we are in the midst of this awful war and most of the English engineering firms are turning their attention to manufacturing various details for use by the War Office or Admiralty.

We are now making all sorts of things, working night and day in many of our shops, and we live in hopes of shewing the world, at a very early date, that Great Britain is playing an important part in this war and will shew Germany that they are not going to have it all their own way.

Kindly remember me to the whole of your staff and I look forward to meeting you again some day in the near future.

Trusting you are quite well and with kindest regards and best wishes to all.

I am, Dear Mr. Edison,

Yours faithfully,

Ant Barker

CASS GILBERT,
ARCHITECT, MEADOW CROFT,
11 EAST 24TH STREET,
NEW YORK.

MEADOW CROFT

December 19, 1914.

CGP

428

Mr. Thomas A. Edison,
Orange, N. J.

My dear Mr. Edison:

*Say they have my
remains with
to investigate to the best
desert*

I have received word from Mr. H. C. Turner, president of the Turner Construction, informing me of my appointment as a member of the special committee appointed by the American Concrete Institute, of which Mr. Richard L. Humphrey is president, to investigate the recent fire at the Edison plant at Orange, N. J., and also notifying me of my selection as chairman of the committee. A meeting of the committee has been called at my office for 3:30 Monday afternoon, December 21st. I understand of course that the appointment of such a committee meets with your approval but inasmuch as its labors will of course take it into the investigation of the conditions surrounding the fire and the construction of the buildings, I would like to have your personal assurance that you approve of the investigation being made.

The other members of the committee are Prof. Ira H. Woolson, Consulting Engineer National Board of Fire Underwriters; Mr. Rudolph P. Miller, formerly Superintendent of Buildings; William Higginson, Architect; Mr. W. H. Ham, Consulting Engineer for French & Hubbard, Boston and Mr. E. J. Moore, Chief Engineer, Turner Construction Co.

Hoping that I may receive an early answer from you,

I remain

Yours sincerely,

Cass Gilbert

G/S

Mr. Leeming:

Engineer Condron ^(V) this day reported to Mr. Edison, relative to the work he is doing under your supervision, as follows:

- (1) Will dictate and forward a complete report in three days.
- (2) Our beam reinforcements passed below the floor line instead of three quarters of an inch from top of floor.
- (3) Our beams were poured separately and our floors also separately instead of together so as to form one homogeneous mass of maximum strength.
- (4) Mr. Condron wishes to make a test on No. 24 Building to destruction by sand loading.
- (5) He wishes to obtain dates when the buildings were built.
- (6) Diagonal cracks are due to design which does not develop and utilize the materials most efficiently.
- (7) The Shear Bars are not equally spaced as they should be to secure uniform strength throughout.
- (8) Mr. Condron will return when he receives advice from Mr. Edison or yourself that Mr. Moyer is sufficiently far advanced with the preliminary work of stripping and winding the columns, beams, etc. to be ready to have Mr. Condron supervise the placing of the first concrete.
- (9) Relative to the question of sand, Mr. Edison stated that our sand pit was 94 per cent silica plus oxide of iron. On this basis, Mr. Condron advised that the sand is satisfactory. Mr. Edison is having same retested by L. Ott.
- (10) Relative to the proportions of sand, stone and cement to be used, Mr. Condron recommends that the proportions recommended by the Gamble Co. be adopted.
- (11) Mr. Condron brought up the point that the glazing of the window glass into the window frames should be so done that in case of another fire, the glass would hold fast to the window frames, even though very badly arched due to the heat.

12/19/14.

S. B. NAMBERT.

C. EDISON

McCARTER & ENGLISH
COUNSELLORS AT LAW
TRUSTEES BUILDING - 765 BROAD ST.
NEWARK, N.J.
ROBERT H. McCARTER OSWEGO ENGLISH
GEORGE W. McCARTER ARTHUR F. EDGER
ADJOINTS: C. STODOLSKY
TELEPHONE 2206 HOLMCKEY

Newark, N. J., December 19, 1914.

459

My Dear Mr. Edison:-

Now that the clouds have rolled away, I desire to write you and express my sincere sympathy at the enormous loss and the great misfortune you have suffered in the burning of your mills. You are, of course, rebounding in a characteristic way, and you are a lesson to us all.

Very truly yours,

McCARTER

Thomas A. Edison, Esq.,
Orange,
New Jersey.

Thanks

I have been in the misfortune
business so ~~long~~ many
years that little incidents
like this don't phase me
It's going again in 60
days.
2

INVENTIONS
MODELS
MODEL SUPPLIES
PATTERNS AND DRAWINGS
PHOTOGRAPH APPARATUS
FINE CABINET WORK

GLASS CHENDING
LENSES
GLASS BOWING
RARE METALS
WHITE, SOE SWA, ETC.
LIGHT GENERAL REPAIRS

LABORATORY AND SHOPS

OF
L. M. DRAKE

WEST ORANGE, N. J.

ASTON, FLORIDA, Dec. 19-14

Mr. T. A. Edison,
West Orange, N. J.

Dear Mr. Edison:-

It is with sorrow that many of us are learning of your recent trial at West Orange. You are sure to have the sympathy of all parts of the world; but more so in America where there will be a mighty big debt to pay from the generations to come.

Years ago I visited your works, when the one large building was the laboratory, in an enclosure with many small red buildings each numbered in large white figures. At that time the phonograph works were not under your management; you know that "wise men" have said that an inventor could not run any business successfully. This statement is on a par with the insurance company's "moral risk".

You have the best wishes of a large number of friends Mr. Edison, for the manner in which you are to replace the concrete structures, and a wish more important still, that health will keep you to a good old age.

The world is patiently awaiting real "talking movies" television, direct energy, heatless light, etc., and our pioneers are needed.

You are altogether too busy to ever recall my being at your place twelve years ago, but I won't forget the little guard house on Valley Road that took one hour to pass, nor the courtesy that I received from you and Mr. Mallory at that time.

I scrapped with Henry Ford's attorney, Leslie B. Robertson, from knee breeches to maturity within a few miles of Adrian, Mich.

With best wishes for your continued success,
Yours respectfully,

L. M. Drake

500

BA

Department of Streets and Public Improvements

City Hall, Orange, N. J.

HARRY D. WETHLING
DIRECTOR

SUB-DEPARTMENTS

STREET
SEWER
WATER
LIGHTING
RAILROAD
ENGINEERING

Wethling
Shouldn't we say that it
will be cheaper to have our
Cabinet branch of works
December 1st, 1914.
Thomas A. Edison, Esq.,
West Orange, *where we can get good*
N. J. Water Reservoir

Dear Sir:-

As Director of the Water Department of the City of Orange, I wish to offer a suggestion which would give the Edison Plant the same fire protection as is now enjoyed by the factories in the City of Orange.

I would recommend the laying of a 24-inch water main through the City of Orange to the corner of Alden Street and Watchung Avenue, with a hundred pound pressure at that point, and you to lay the mains in West Orange around and through your plant to suit yourself.

As this would cost the City of Orange a very large outlay of money, I would expect in return a contract to supply you with water for a term of years. From date to January 1st, 1917, I would supply you with more water than you have been using in the past from the City of Orange, and after January 1st, 1917, by which time (if you will accept the proposition) our new Reservoir will be finished, I would expect a minimum consumption of 50,000,000 cu.ft. per year, or, if you so desire, I will supply you with your entire water needs. This proposition to be based at our present commercial

Department of Streets and Public Improvements
City Hall, Orange, N. J.

HARRY D. WETHLING
DIRECTOR

SUB-DEPARTMENTS

STREET
SEWER
WATER
LIGHTING
RAILROAD
ENGINEERING

Thomas A. Edison, Esq.

-2-

water rates.

You will readily see that, under this arrangement, there would be brought to your door an adequate fire service for your present and future needs without cost of a dollar to you.

You will understand that this is simply my proposition, and same must be submitted to, and accepted by, the Board of Commissioners of the City of Orange. I have no doubt, however, but that the Board and yourself can negotiate an agreement along these lines.

Yours very truly



DIRECTOR OF
STREETS and PUBLIC IMPROVEMENTS.

HDW/JJB.

December 21st, 1914.

Mr. S. B. Mambert:-

In conversation over the phone this A. M. with Mr. Struck, Eastern Manager of the Durand Steel Locker Company, I was advised by him that Mr. Meadowcroft is very anxious to secure some steel racks and Mr. Struck understands that if he cannot come across at once that our order will be placed elsewhere. I do not know whether Mr. Meadowcroft intends to use the racks I spoke about to Mr. Struck for disc records but as a matter of precaution, I would call your attention to the fact that we can use wooden cases without any little trouble for quite some little time to come. Furthermore, I can see where I can make a great improvement over the style of racks that were used in our Disc Record Stock Room and I would appreciate the privilege of taking this matter up with Mr. Struck and making arrangements with him to supply me with blue prints covering the style of racks I have in mind. I cannot do this, however, until after the space for storing the disc record stock has been allotted to us.

G. H. Baldwin.

Meadowcroft

Let me see Struck -

I am after Catalogues of all
Concerns making Iron Cases
racks etc -

Σ

GENERAL ELECTRIC COMPANY
SCHENECTADY, N. Y.
PRESIDENT'S OFFICE

*Thankers say as far as we
Can see we only want some
New York, December 21, 1914.
visions & I have Fred Kimball*

Mr. Thomas A. Edison, *list -*
Orange, N. J.

Dear Mr. Edison:-

I have your kind favor of Dec. 12th. All of our
"boys" are anxious to help you. I understand that Messrs.
Emmons, Morrison, Beran, Kimball and others have already
offered you assistance.

I write this additional note as a reminder. Please
do not forget to call upon us. We would not expect to make
any profit out of any work which you see fit to turn over to
us of a temporary character.

If you wish to see any of us at any time we are
prepared to come over upon receipt of a telephone or telegraph
message. We do not wish to inflict our presence upon you
when you are so busy unless we can be of some real assistance.

Very sincerely yours,

EWR/FNM

Charles F. Smith
PRESIDENT

462

SAMUEL S. COLT
ARCHITECT
37 ESSEX AVENUE
ORANGE, N. J.

MYATT & CROFT

*Say he should
Come up in 2 weeks
see over
patent for repairing*

Orange, N. J. December 22, 1914.

Mr. Thomas A. Edison,
West Orange, N. J.

Dear Sir:-

I wish to express to you my most sincere
sympathy in your great loss.

It has been my privilege to examine the
concrete construction of the buildings designed by
you, I also wish to convey to you, my most sincere
congratulations upon their remarkable and efficient
survival of such a disastrous fire.

Only those who witnessed the fire and are
familiar with building construction can most fully
realize the great advantage of concrete over other
forms of building construction.

Respectfully,

Samuel S. Colt

499

Subject: American Concrete
Institute investigation.

Dec. 22, 1914.

Mr. Edison:

Mr. Charles Edison:

On this day a committee composed of -

Cass Gilbert, Architect of the Woolworth Bldg.
R. L. Humphrey, Pres. American Concrete Inc. & Cons. Engineer
T. C. Turner, President Turner Construction Co.
W. H. Ham, Engineer of Boston
E. J. Moore, Chief Engineer Turner Construction Co. and
L. C. Mason, Engineer of Aberthair Construction Co. Boston.

made an inspection of the results of the fire on our concrete buildings:

Suggestion No. 1: Mr. Cass Gilbert suggested that the lath used in partitioning the first floor of 24 Bldg. was (a) too light a gauge (b) should be painted to guard against rusting. He approved of the construction, but took exception to the above items.

Suggestion No. 2: Mr. Moore suggested that in connection with concreting the floors of 24 Bldg. a gauge could appropriately be placed around the foot of columns, extending out into the fourth panel a short distance to serve as tension members.

Suggestion No. 3: Mr. Humphrey suggested that in connection with concreting the floors of 24 building, holes could be drilled conveniently adjacent to the damaged floor beams and U-bars looped up through these holes and bent flat on the floor above. These bars would tend to make a homogeneous mass of floor panels and beams after concreting.

Suggestion No. 4: Mr. Humphrey was of the opinion that in many cases the bars projecting from concrete beams and used for hanging machinery served to conduct the heat into the center of the beams, causing expansion and heat cracking or completely wrecking same. As a remedy it was suggested by Mr. Moore I believe that all suspension should be from the sides of beams, the supporting bolts being placed in holes above the tension line.

Suggestion No. 5: That in all future construction the metal reinforcement instead of consisting of few bars of large cross section, should consist of a larger number of small bars of equal cross-section. Mr. Cass pointed out that the benefit of this construction lay in the obtaining of equal tensile strength, while at the same time the stresses due to expansion under heat were distributed over a greater area of concrete and therefore minimized the tendency of the members to crack.

(2)

Suggestion No. 6. That in all future construction we should employ round columns instead of square. The benefit of the round column, as pointed out by Mr. Humphrey, is that the stresses due to expansion are equally distributed instead of being concentrated at the corners as in the case of square columns.

Suggestion No. 7: That in rebuilding the office, care should be taken to enclose the stair-ways, both from the standpoint of safety itself and as a measure of prevention against the spreading of fire from floor to floor.

Suggestion No. 8. That in rebuilding, care should be taken to so sub-divide the floors with proper fire walls, so that in no one floor could the volume of burning matter be large enough to gain any considerable sweep.

Suggestion No. 9. That it would be probably worth while to make our office vaults fire-proof in fact as well as in name. Mr. Cass and Mr. Turner both drew attention to the fact that these vaults were neither fire-proof at the windows or at the doors; in fact, in most cases, wooden cabinets were in actual contact with the windows and doors, thereby making the destruction of the vault contents almost a certainty in case of a bad fire.

Suggestion No. 10. Mr. Moore, together with Mr. Humphrey and Mr. Cilbert, very strongly advised that the tops of all columns which it was found advisable to repair, should be very considerably enlarged.

The serious shearing of our columns as indicated in the 24 Bldg. and also at the S. E. corner of the main works is due to the expansion of the entire structure under heat. For example in the main works with both arms of a long "L" fixed, what was more natural than that the expansion should force the corner outward. This theory was advanced by Mr. Ham and appeared to hold good throughout the investigation.

~~G. H. Mambert,~~

~~Civil Engineer.~~

GENERAL ENGINEERING

REINFORCED CONCRETE

FIREPROOF BUILDINGS

DIFFICULT CONSTRUCTION

Mr Edison

JOHN H. WICKERSHAM
M. AM. SOC. C. E.
DESIGNING AND CONSTRUCTING ENGINEER

C. FRANK CLASS, M. AM. SOC. C. E.
CHIEF ENGINEER.

Lancaster, Pa.,

12/22/14

*Say we are repaying
now of use Extra Complete
Thanking him etc*

Thomas A. Edison, Co.,
West Orange, N. J.

Gentlemen:-

Reading the account of your recent fire in the Engineering Record I was very much impressed with the fact that the solution of the problem presented to me by work for the Hershey Chocolate Company, might be the solution of the problem presented by the repairs to your factory buildings, and with the idea of being of assistance to any one who is so unfortunate as to have a fire, I had the enclosed photograph, which is self explanatory taken yesterday and I am sending you the same.

Yours very truly,

John H. Wickersham

578

ESTABLISHED 1893
JOHN S. RAYNOR
CONTRACTOR
PLASTERING
STEEL FURRING & METAL LATHING
208 N. 51st STREET, PHILA., PA.

Dear Sir:-

I can furnish and erect
2 inch Solid Fire Proof Partitions for 19 to
27 cents per square foot.

These partitions are germ proof
and approved by the Building Department of
Philadelphia, finished in Hard White or Cement
See them in place Glass & Natchod's Brewery,
10th St. & Montgomery Avenue, Quartermaster's
Department First Regt. Armory, Broad & Callow-
hill Streets, Charles Casper's Architects
Office, #48 North 15th Street.

Yours truly

JOHN S. RAYNOR

BELMONT 5342 D.

Do not destroy. Keep for
ready reference.

553 FIRE PROOF
PARTITIONS

Ask for Illustrated
Pamphlet

Subject: Disc Model B-80 Phonograph

Mr. Edison:

To date our Clearing House records indicate that all preliminary work on drawings, patterns, tools, dies and machinery has been completed on 21% of the parts comprising this mechanism, and we are now in a position to manufacture these parts on a commercial basis.

12/22/14.

S. B. MAMBERT.

T. L. CONDRON,
M. AM. SOC. C. E.

J. W. MUSHAM,
M. W. S. E.

CHESTER L. FOST,
M. AM. SOC. C. E.

CONDON COMPANY
STRUCTURAL ENGINEERS

1219-14-16 THE MARADNOCK
CHICAGO

TELEPHONE, HARRISON 28

December
Twenty-second,
1914.

Mog

Mr. Thomas A. Edison,
West Orange, New Jersey.

Dear Sir:

In continuance of my reports to you on repairs for
Building No. 24.

I am sending you under separate cover three (3)
sets of blue prints of my Figures 1 to 11, inclusive, made
from ink drawings which have been slightly revised from the
original sketches accompanying my first report. I therefore
wish that these latest prints be used in connection with any
field work in the place of the prints left with you on Saturday
last.

With reference to the new concrete on the typical
interior columns, I find that there will be quite a volume of
this concrete and, in order to expedite the work, advise that
round sheet metal column forms be rented either from the Des
Lauriers Column Mold Company or from the Blaw Steel Construction
Company - both of which concerns have New York offices. And that
the concrete be poured in the usual manner around the spirals
where more than two inches of concrete is required on the exterior
of the columns. These molds can be used up to within six inches
or a foot below the bottoms of the beams and all concrete above
this level can then be placed with cement gun. By following this
method speed will be gained and also the work made less expensive

CONDON COMPANY

Mr. Thomas A. Eiseon -- 2 12/22/14

than if three or more inches of gunite has to be applied to columns.

I will plan to reach your plant at West Orange either on Sunday morning next or Monday morning, whichever will be the more satisfactory to you. Will you, therefore, kindly wire me on Thursday of this week whether it will be more satisfactory to you to have me reach your plant on Sunday morning or on Monday morning next.

Yours respectfully,

TLC/MS

J. R. Condon

December 24, 1914.

Mr. Harry D. Wethling,
Director of Streets and Public Improvements,
City Hall, Orange, N. J.

Dear Sir:

Mr. Edison duly received yours of the 21st and referred same to me.

I would much prefer talking the water question over with you personally, rather than by correspondence, and with that object in view would be glad to have you call on me at the Edison Laboratory any time that will suit your convenience, or, if you prefer, I will try to call on you at any time you may name.

Yours very truly,

CEW/IWW

Vice-Pres. & Gen. Mgr.

Mr. T. L. Gordon
1214 Woodward Bldg.
Chicago, Ill.

Expecting your
advice on Coleman. Will
expect you Monday

T. A. Edison

Phoned 5:05
R. A. Weber.
12/24/14

EDWARD GIBSON, PRES. & TREAS.

ESTABLISHED 1881

WILLIAM V. GIBSON, Secy

GIBSON IRON WORKS CO.

FOUNDERS, MACHINISTS AND PATTERN MAKERS

SPECIALTIES:

CHEMICAL, FURNACE AND ENGINE WORK :: STEAM
BLOWERS :: PATENT DUMPING AND SHAKING GRATES

FIRST, SECOND AND HENDERSON STREETS

JERSEY CITY TELEPHONE 2335
2336

ALL AGREEMENTS ARE CONTINGENT UPON STRIKES,
ACCIDENTS AND OTHER DELAYS BEYOND OUR CONTROL.

JERSEY CITY, N. J., Dec. 24, 1914

Mr. Thomas A. Edison,
"Attention of Mr. Meadowcroft."
West Orange, N. J.

Gentlemen:-

We thank you for your order given by phone this morning
for a cylinder and journal bearings price to be \$147.50 f.o.b. our
works.

We herewith enclose rough sketch of cylinder and two
Journal bearings, cylinder to be four (4") in dia. and 60" long
inside measurement, also showing the trunions cast on to a flange
and the flanges riveted to the head of the cylinder. We think
this construction of the flanges would be more acceptable and
stronger than a spider.

The journals will be about 4" in dia., and the journals
will be machined after flanges are riveted to the head of the
cylinder this making the journal true to the axis of the same.

The bearings will be solid pedestals without any cap,
bored out to suit the journal. The handhole is 8"x10" and is
secured by means of a crewfoot and bolt.

Although we are beginning the Christmas Holidays we expect
to have this work complete by next Wednesday morning if all goes
favorable, and we can ship it by the D.L. & W. R.R. or would send
it out by special single truck for the sum of \$6.00.

Referring to the matter of Gear wheels & pinions for this
machine would say we can have ready for the same time of ship-
ment a 30" wheel $1\frac{1}{2}$ " pitch, 30" pitch line and pinion six (6)
to one (1) bored but not keyseated, for the sum of \$10.50.

Awaiting your further pleasure, we are,

Yours truly,

GIBSON IRON WKS. CO.,

EDWARD GIBSON
PRES. & TREAS.

EG/MM.
ENC:-

Mr. Edison
How about this?
Meadowcroft

Send this
off to shaft

497

[ATTACHMENT/ENCLOSURE]

EDWARD GIBSON, Pres. & Treas.

ESTABLISHED 1881

WILLIAM V. GIBSON, Secy

GIBSON IRON WORKS CO.
FOUNDERS, MACHINISTS AND PATTERN MAKERS

(SPECIALTIES)

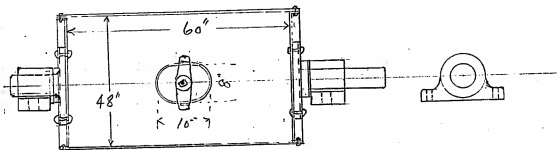
CHEMICAL, FURNACE AND ENGINE WORK :: STEAM
BLOWERS :: PATENT DUMPING AND SHAKING GRATES

FIRST, SECOND AND HENDERSON STREETS

JERSEY CITY TELEPHONE 2335
2336

ALL AGREEMENTS ARE CONTINGENT UPON SURVEY,
ACCIDENTS AND OTHER DELAYS BEYOND OUR CONTROL.

JERSEY CITY, N. J., Dec 24 1914



Cylinder to be made of 3/8" Boiler Plate

Dec. 26, 1914.

Mr. Samuel S. Colt,
17 Essex Avenue,
Orange, N. J.

Dear Sir:

Allow me to express my appreciation of your kind message of sympathy in regard to the recent fire at my plant, and to thank you for your good wishes.

You should come up here in about two weeks and see our scheme for repairing the buildings.

Yours very truly,

Dec. 28, 1914.

Messrs: Condron: Leeming: Moyer:

Mr. Edison has directed Mr. Leeming to authorize Mr. Condron to order Mr. Moyer to perform such work in 24 Building as is necessary to speedily put the building in condition for manufacturing. The fundamental basis of this understanding is that Mr. Leeming is the only one issuing orders to Mr. Moyer, and that all orders issued by Mr. Condron are the same as if issued by Mr. Leeming, Mr. Condron acting as Mr. Leeming's agent. Of course, Mr. Condron will advise Mr. Leeming in writing of all such orders.

T. A. Edison.

Dec. 29, 1914.

 Messrs. Leeming, Condon:

Mr. Edison has authorized you to have all openings in the end of No. 24 Building, towards No. 19 Building, closed up with brick. This is to reduce the fire hazard to a minimum.

Also Mr. Edison is asking you to prepare recommendations relative to enclosing elevators, providing proper fire-doors, etc., but this work is to be done after all other work necessary for commercial manufacture has been given first attention.

 S. B. Lambert.

620

23 Wall Street.
New York.

Thank him, & say I have had
2000 men night & day on regeneration
+ with ^{what} concrete buildings that are
repaired & outside. On Dec 31, 1904, I have
already started info & will

Dear Mr. Edison:-

It has been some time since I had the pleasure
of seeing you, but I hope you have not forgotten me, and I assure
you that I have not and shall not forget you.

I handed in my resignation to J.E. Morgan & Co., last June, to
take effect December 31st, and I am leaving here on or about the
first of January. One of the most gratifying things about my six
years stay in New York is the pleasure of becoming acquainted
personally with you; and I don't believe it you only
splendid gift that you made me last year, so much to my surprise.
It has given me and my family a great deal of pleasure, and this
is where the error is - ~~When you get settled let me~~
a value far above its price by reason of its having come directly
from you.

I have been discontented here for some time for various
reasons, some of them temperamental, and after a long period of
rest, during which I shall visit the Orient, I shall settle again
in my native State, Michigan, making my home at Ann Arbor, and
practicing law from that point, in case my services are desired,
as I hope and believe they will be.

I have read with much interest the accounts of your fire. I
think you are not so constituted that expressions of sympathy are
not so needed as would be the case with others. I admire the
courageous way in which you accepted the great misfortune. I have
also read more or less of the influence which Mrs. Edison has had

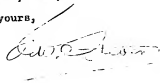
over you in restraining you from over work. You are too valuable a man to the country to exhaust your vitality by excessive mental effort; and I have some notion of how easy that can be done from my own personal experience last year.

Do not take the trouble to answer this letter, for I know you are a very busy man.

Wishing you the compliments of the season, I am,

Very sincerely yours,

Thomas A. Edison, Esq.,
Orange, New Jersey.

A handwritten signature in dark ink, appearing to read "T. A. Edison", is written over the typed name and signature line.

Organization

✓

//

Dec. 30, 1914.

Messrs. Ireton, Leonard, Michie, Baldwin:

It has been decided that as soon as the Blue Amberol and Disc record manufacturing departments are ready to begin manufacturing Mr. Baldwin will assume the duties of issuing production orders to these manufacturing departments, not only for records to be manufactured that are on the supplement lists, but also for records to be manufactured that are on the current list.

H. T. Leeming.

Copies to Messrs. Wilson, Chas. Edison, Maxwell, L. C. McChesney, Nehr, Mird.

✓ organization

(COPY)



12

Dec. 31, 1914.

Messrs. Bachman, Chas. Edison, Hutchison, Leeming, Luhr, Mambert,
Nicolai, Waterman, Wilson:

Owing to the concentration of the Draughting Department immediately after the fire, it is advisable to have a co-operative understanding of the Draughting Department organization.

All requests for draughting service should be addressed to Mr. R. H. Simpson, Chief Draughtsman, who will personally distribute all work.

Conversely, all draughting and listing work, whether on buildings, equipment, experimental work or commercial work is under the supervision of the Chief Draughtsman.

T. A. Edison.

Planned

Signed "OK" date

Dec. 31, 1914.

SILVER LAKE AND MIDLAND AVENUE

Report for December 30th

Mr. Edison

~~Mr. Edison~~

COMMERCIAL BLANKS

1300 Commercial Blanks finished.

SUB-MASTER CYLINDER COMPOSITION

Have succeeded in securing enough of the ingredient that was destroyed in the fire from a Commission House in New York to take care of your requirements for the old regular formula.

J. W. Aylesworth.

Phoned to me 11:30 A.M.

R. W. Aylesworth 12/31



[ATTACHMENT/ENCLOSURE]

Mr. Edison, *W. J. Hoffman - Dec 29, 1918*
then section to manufacture
SILVER LAKE AND MIDLAND AVE.
Memorandum

WAX MASTER CYLINDER BLANKS

Stock of materials, utensils, repaired kettles, repaired cylinder moulds, reaming machines, edging machines, rough turning machines and white master blank cylinder spinning machines, necessary to begin operations in manufacture of cylinder master blanks, are on hand.

WAX MASTER DISC BLANKS

Stock of materials, utensils, repaired kettles, reaming machines, edging machines, rough turning machines, disc blank moulds, necessary to begin operations in manufacture of disc master blanks, are on hand. (Fine shavings to be done in Recording Department, New York.)

WAX COMMERCIAL BLANKS

Stock of materials, utensils, repairing kettles, repaired cylinder moulds, reaming machines, edging machines, rough turning machines, finished turning machines, necessary to begin operations in manufacture of commercial wax material and commercial wax blanks are on hand.

The temporary provisional plant at the Aylesworth Laboratory for the manufacture of commercial wax blanks was started in operation on Dec. 18th. Salvaged wax was used - there was about 3,000 pounds of this.

Aylesworth's Laboratory recovered and repaired the necessary moulds and cores.

All millwright work finished Dec. 26th.

Commercial shaving begun after proper seasoning and 700 good finished blanks delivered to Shipping Department on Dec. 29th.

The Silver Lake plant started manufacturing wax Dec. 29th, sufficient for a schedule of 1,000 per day.

WAX CYLINDER SUB-MASTERS

Wax will be started at Silver Lake Dec. 30th, by the use of an emergency formula. The old formula cannot be used because all of one ingredient was destroyed and no more can be obtained from Hamburg for several months, and I am confident the substitute will be as good as the old and satisfactory for our work.

PHENOL RESIN MANUFACTURE

Materials and apparatus necessary to begin the manufacture of phenol resin to be used in disc records is on hand and one digester

[ATTACHMENT/ENCLOSURE]

GE 2.

set up and with the exception of pipe connections is ready to operate.

GENERAL

Construction work at the provisional Silver Lake plant, that is partitions, masonry, pipe fittings for gas, steam, heat and water, will be complete on Jan. 2nd.

J. W. Aylesworth.

Wetzel-

D
1914

W.O.-
Lab-
Fire

We can probably get
Screw machine + other stock
from shops around Newark

or Singer Co or in various
stores in N.Y. - Cont. place with
with anybody united by
if Telephone you find out
if they have it on hand

Σ

Telephone
Sylvaforth —

Practice you are
ordering different things
for wax plant, Don't
make the very serious
& usual mistake of
ordering things before
you find out the
telephone of the people
you order from can ship
quickly —

22222

~~Wax Plants~~
~~ALL ORDERED~~
WAX PLANT.

Agnew

Repair and replacement of aluminium wax kettles (want five - two are good - other three to go to Lawrence) used on commercial blanks. Disc mortar and cylinder mortar blanks verbally ordered from Lawrence & Company, who made them originally.

If estimates are wanted on these, we will stop him. He says it takes him some little time to get the aluminium.

50 extra heavy tinned iron wax fans. (Lawrence made them before.)

6 Twenty gal. Brass Kettles

9 Fourteen Qt. Galv. Iron Pails

6 Coffor. wax dippers 6 ft. handle (Lawrence made them before.)

24 Galv. Ash Cans, large size

2 Four-Wheel Trucks "Handy" standard size

2 Two-Wheel ordinary Freight Trucks

1 Grocers Scoop Scale about 30lbs. capacity

3 Stone ware Crocks 5 gal.

2 Centrifugal Separating Machines - to be sent to Delaval Company for repairs.

1 Iron Sink 24" x 36".

10 Bbls 40 *sp* Formaldehyde (Schuyden 6000 60)
(Order through your Dept J.A. 62m) Garfield, N.Y.

MATERIAL FOR WAX - WANTED.

5 Tons Ceresin Smith & Nichols
15 Tons Stearic Acid " "
1000 lbs. Barnauba Wax North Country #3 S & M.
30 bbls. Recrystallized Sal. Soda
1 Dann Canatic Soda (ground) (Silver Lake)
150 lbs. Pure Sliced Aluminium 10 or 20 with - U.S. Al. Co.

All these have been ordered through Purchasing Department,
who have specification on the materials.

The grade of oerosin which is the only one we can get now
is off color but otherwise O.K. and is the fine refined ozokorite not
bleached. These quantities are approximately 3 mo. supply, except
for the oil soda, which is about 6 mos.

*MATERIALS
FOR WAX
ALL ORDERED*

CONDON

It was unfortunate to so completely cut up what is good concrete up there and what is medium concrete. I would like to preserve ~~without~~ with as little work as possible as many of these beams as can be saved. He went on to say that the present scheme that was being put into effect in his absence would rob the building ~~any~~ of some of the strength that it did not cost anything to have. He also went on to describe the present plan of putting up angle irons, saying they would hold up under normal conditions, and that our fire had made a test of the design.

Says he understands that we are going to discontinue the use of the cement gun and that the beams are being poured. Acknowledges that this work up to the present time has done the beams no good.

Said he wanted to see Mr. F. but that ~~he~~ did not want to see him. Also said that he did not know whether his usefulness here was exhausted-said he had been deeply interested in the work and is still interested; also that we needed someone who is conservative and that he has been trying to act in this manner from the first. Said it was owing to himself and ourselves that we have an understanding as to whether his advice is sufficient.

Mr. Chas. Edison said that the cement gun work would not stick and that was the reason Mr. Edison decided to discontinue it.

Mr. Condon went on to describe from the sketch he had ~~shown~~ ~~sent~~ before him the manner in which he told the Gun people they would have to place the forms and support them from the floor, that they would have to start from one side and shoot in the gunite and when they got that side shot in they could

put up this form on this side(referring to his sketch) and fill this part in here. He said the Gun people did not think it would be necessary, but that he said it was an experiment and he thought it should be done in that manner.

Said he took the matter up with Moyer and Tar., also said that nobody before has ever tried to pour concrete overhead.

Said that Mr. Leeming asked him if he could fill the Office Bldg. columns up to the top and he said that he could try it. Also said that it was a very serious question in his mind whether they had done anything that was worth while.

Men who Worked during the Night of Fire

<u>No.</u>	<u>Name</u>	<u>No.</u>	<u>Name</u>
76			
85	Goodnow, J.	1146	Rooney, F.
	Baldwin, Edw.	1211	Vreeland, L.
105	Grutuski, F.	1204	Edelheuser, H.
137	Grutuski, E.	1212	Mialon, P.
241	Harris, Wm.	1213	Bachman, W.
255	Herman, A.	1216	Burn, T.
281	Hixon, C.	1221	Brawn, C.
282	Freeman, D.	1232	David, H.
293	Smouse, C.	1248	Schramm, Edw.
300	Seifert, Chas.	1259	Mueller, F.
335	McDonald	1263	Bachman, S.
359	Bowan, Chas.	1273	Adams, J.
495	Grimson, G.	1278	Eyres, H.
673	Conklin, E.	1310	Leoni, A.
708	Searls, W.	4	Dolan, M.
709	Peiker, A.	1	Bachman, W.G.
710	Jacobs, J.	2	Poppa, Geo.
720	Sharkey, J.	5	Bayer, O.
732	Wenzel, V.	6	Lorch, W.
734	Foss, Jas.		Abrams, G.
737	Quinn, J.		Cowan, H.
738	Carr, J.	42	Schenk, E.
743	McGeorge, Robert	64	Gaumer, Wm.
749	Foley, John	590	Raidel, E.
718	Fome, D.	721	Zalanski, J.
745	Samlin, Geo.	1501	Benedict, E.
753	Quinn, Jas.	1601	Aroher, W.
757	Maroca, E.	1687	Ober, J.
762	Bush, J.	3	Pratt, A.E.
796	Loehrs, Bernard	4	Bedell, E.E.
798	Griffen, J.	18	Quinn, G.H.
901	Lystrup, J.W.	69	Urich, R.M.
902	Stevens, O.A.		
904	Greisenback, L.		
1103	Dohrmeyer, W.		
1105	W. A.		
1107	Heridge, Ed.		
1108	W. A.		
1109	Courter, Geo.		
1110	Drury, Wm.		
1111	Good, Chas.		
1112	Peiker, J.		
1117	Jones, W.B.		
1118	Hennesy, J.		
1121	Chailiad, W.		
1123	Attalah, M.		
1128	Sillate, E.		
1131	Furgerson, J.		
1136	Zeik, Ed.		

ADDITIONAL LIST OF THOSE AT FIRE.

J. P. Monahan.
 George Abram.
 T. D. Greenly.
 E. H. Smith.
~~XXXXXXXXXX~~
 Roy C. Mitchell.
 Arthur Mudd.
 Marcus Leitch.
 Martin Charles.
 James W. Knoblock.
 H. M. Banstead.
 Thomas J. Flynn.
 Fred Roh.
 John Coggins.
 John L. Butler.
 H See Katz.
 George Walsh.
 John Anderson.
 James Sherriff.
 Frank Evans.
 L. W. Burke.
 Fred J. Desch.
 Richard Kendall.
 Benj. H. Hunt.
 George Donahue.
 Duncan Richardson.
 M. M. Mohr.
 R. C. Voale.
 W. W. Wizer.
 Harry Jubert.
 Llewellyn George.
 H. L. Davison.
 E. J. Ross, Jr..
 W. C. Andrews.
 x S. J. Byrne.
 H. W. Stortz.
 H. K. Sanford.

Anna Lawlers
 Grace Pratt
 Martha Pratt
 Harry Weber

file
~~REPORT OF MACHINES~~ *New Factory Organization*
Boyd

SAVED

IN OPERATION

TO BE REPAIRED & SET UP

Presses	233	125	107
Lathes	165	116	69
Grinders	34	11	13
Profilers	8	6	2
Rollers	62	59	3
Screes	169	54	135
Tumbling Bbl.	10	0	10
Folding	3	2	1
Emery Wheel	16	14	1
Wiring	1	0	1
Turning	6	2	4
Shears	4	1	3
Tappers	25	16	9
Reaming	6	0	6
Burring	3	2	1
Grooving	3	2	1
Forges	2	2	0
Asses	7	7	0
Cutting	22	17	5
Hobbing	9	9	0
Notching	5	4	1
Engraving	8	4	4
Anvils	2	2	0
Furnaces	13	2	11
Shapers	6	0	6

REPORT OF MACHINES

2

	MAVED	IN OPERATION	TO BE REPAIRED & SET UP
Knurling	3	3	0
Slotting	1	1	0
Planers	3	0	3

PAGE 1

MACHINERY AND TOOLS

Mr. Nehr's Division

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
Dipping Tank	2	0	0	2
Cutting Machines	4	0	0	4
2 Motors and one Blower(Blower at S.I.) }				
Printing Machines	600	0	50	550
3 Motors & 3 Blowers(Buckley shop) }				
Extracting tables }	8	0	0	8
Tin Work				
Mould Carrying Boxes	24	9	0	15
Cushioning Machines	75	0		
Spring for Cushioning Machines }	75	75	0	0
Cushioning Brushes	48	24	0	12
Wooden Pulley	75	75	0	0
Assotting Booths	3	3	0	0
Plaster Backing Machines }	750	0	0	750
Wood Handles	750	750	0	0
Plaster Pots	24	23	0	1
Plaster Measures	48	48	0	0
Plaster Dippers	24	24	0	0
Drying Ovens }	2	0	1	1
Partitions and Walls	2	2	0	0
Frame Work	2	1	0	1
Reaming Lathes	15	0	15	0
Plaster Coating Machines	4	0	4	0
Lettering Machines	3	0	3	0
Washing Mandrels	12	4	8	0
Polishing Machines	12	4	8	0

(PAGE 2)

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
3 Motors and one Blower (Part of Polishing Machine)				
Bench Sinks	40	40	0	0
Trays with Pegs			0	25
Trays with small pegs		0	0	1
" " Large "				
Tray Pegs				
Gauging Mandrels	12	0	12	0
Phonographs (Homes)	36	36	0	0
Mixing Still	1	0	0	1
Tumbling Barrel	1	1	0	0
Mixing Kettle	1	1	0	0
150 H.P., 230 V, 600 Amp, 450 RPM Motor	1	0	1	0

WAX SUB MASTER CYLINDER

Aluminum Kettle	1	1	0	0
Cooling Tank	1	0	0	1
Extracting Jackets	12	9	0	3
Extracting Jacket Frames	1	0	0	1
Bench Hand Reaming Lathe	2	0	0	2
Seasoning Cores	50	34	0	26
Core Boards	50	50	0	0
4 Compressors	4	0	1	3
1 Circulator	1	0	0	1

CYLINDER SUB MASTER TESTING

Phonographs for gauging size and trueness of Cyl.	1	1	0	0
---	---	---	---	---

PAGE 3

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
<u>THREAD TESTING MACHINES</u>				
Thread Testing Phonographs	3	3	0	0
Surface " "	4	4	0	0
Binocular Microscope 1-1/2" Obj.	2	2	0	0
 <u>BLUE AMB. & KINETO TEST. DEPT.</u>				
Phono. with defect finding equipment	4	3	0	1
Kineto. Testing Machines	2	2	0	0
Binocular Microscope	3	3	0	0
Working Moulds (Feb. Supp.)		200 400		
Mould Vault Location	1	1	0	0

MACHINERY AND TOOLS

Mr. Hoffman's division.

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
Varnish Cutters	2	2	0	0
Mixers for Powder	3	1	2	0
Varnish Filler Press	1	0	1	0
Powder Press Trucks	9	9	0	0
Powder Loading Presses	12	3	0	9
Magnetic Lifts	14	0	14	0
Pins	900	900	0	0
Blank Eging Mach.	5	5	2	0
Powder Grinders	3	3	0	0
Platform Scales (1,000 lbs)	3	3	0	0
Rosin Disintegrator	1	1	0	0
Liquid Mixer (Day)	1	1	0	0
Milk Cans	48	48	0	0
Metric Scales (Troebaner)	3	3	0	0
Digestors	4	0	4	0
Digester Fans (Rosin)	100	100	0	0
Vacuum Dryers	3	2	1	0
" Pumps	2	1	1	0
Gill & Garrison slack pressure pump	1	0	1	0
Hydraulic Presses	1	0	1	0
Screens for Powder	1	1	0	0
Label Presses	1	0	1	0
Sub Master Presses	2	0	1	0
Alcohol Tank	2	1	1	0

(PAGE 2)

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
Powder Presses	32	0	32	0
Powder Press Accumulator	1	0	1	0
Powder Press Accumulator Pumps	1	0	1	0
Powder Press Extra Pump	1	0	1	0
Alcohol Pump	1	1	0	0
Turntable or scraping off mch.	8	0	2	6
Extracting machines or mould extractors	24	8	13	3
Powder auto weighing mach.	3	3	0	0
Large Ball Pulverizer	1	0	1	0
Still (Recovered Phenol)	1	1	0	0
Melter	1	0	1	0
Alcohol Still	1	0	1	0
Small Condenser	1	0	1	0
Large C _o ndenser	1	0	1	0
Reservoir	1	0	1	0
Swing Hammer Pulverizer	1	0	1	0
Filter Pump	1	1	0	0
Air Compressor	1	1	0	0
Small Grinder	1	1	0	1
2 Wheel trucks	3	3	0	0
4 Wheel trucks	4	4	0	0
Steam Kettles	2	0	2	0
Powder Weighing Pans	400	400	0	0
Large size ash cans	30	30	0	0
3 burner gas plate	1	1	0	0
Viscosity meter for varnish	1	1	0	0
100 lb. platform and scoop scaler	1	1	0	0

PAGE 3

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
Top Plates	520			160
Bottom Plates	520			147
Mould rings	520		35	485
Truck { Phenol	1	0	0	1
Pot for scales { Weighing	1	1	0	0
Motor { Machine	1	1	0	0
Pump	1	1	0	0
Scales - 1000 lb.	1	1	0	0

(PAGE 1)

MACHINERY AND TOOLS

Mr. Grime's division

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
Microscopes	3	1		2
Centering Machines	1	0	0	1
Celluloid Dipper	3	1		2
Lathes 14" X 6' Hamilton	9	0	0	9
Copper Mould polishing machine	2	0	0	2
Diamond Turning Tools	10	0	0	10
Celluloid sub M. Print Press	14	0	0	14
Suction Fan	1	1	0	0
Master Mould Steel Plates	18	0	6	12
Master Mould Print Holders	12	0	0	12
Mould Assembling Small Tools		All		
Glass Ware for table silver plating		All		
Thin Copper Labels		All		
Master Labels		All		
Floor vacuum cleaner	1	1	0	0
Counter shaft variable speed	8	0	0	8
Master gold plating sets--obsolete process				
Carrier Air Conditioner)	1	0	1	0
3 ton York refrigerating machine)	1	0	0	1
Motor for refrigerating)	1	0	1	0
Repair (per Hird) Test and return as soon as possible }	14	2	12	0
12 Hydraulic Pressure Gauges }				
1,000 hydraulic pump and accumulator	1	0	0	1
6" x 8" Vacuum pump complete	1	0	0	1

PAGE 2

<u>Description</u>	<u>Before Fire</u>	<u>Destroyed</u>	<u>Can be Repaired</u>	<u>O.K.</u>
Drill Press 3 Spindle	1	0	0	1
Vacuum Stripping Machine	1	0	0	1
Heating & Cooling Plates	6	0	0	6
Printing Holders for Labels	4	0	0	4
Dies for Labels	2	0	0	2
Plating Holders for Labels	6	0	0	6
Motor generator sets	2	0	0	2
Disc Copper Plating Sets	84	50	30 O.K including tables	42
Chip Removing Machine	1	0		
Edison motor 1/20 H. P.	1	1	0	0
2 Eclipse Pressure Reducing valves	2	2	0	0
2 Tycoos Hydro deik fig 4082	2	2	0	0
2 doz. silk wicks for above	24	0	0	24
1 14 X 17 Hard rubber tray	1	1	0	0
1 construction balance tray				

16 Hard Bristle Floor Brush- 2 lengths of hose -See Vacuum cleaner O.K.

LIST OF MACHINES IN SPEAKER/MAINTAINING DEPT.

DAMAGED BY FIRE

NO. OF
MACHINE

BUILDING # 11

4th Floor

9977	Foots Burt & Co. - Three spindle drill press - to be repaired
5688	Garvin Four
-----	Prentiss Tool & Supply- One bench
739	Pratt & Whitney - One
734	McGeorge Mfg. Co. - One
733	McGeorge Mfg. Co. - One
737	McGeorge Mfg. Co. - One
756	Made in E.P.W. small One
722	
753	
738	
747	
752	
754	
751	
750	Sloan & Chase
749	
745	
3963	
742	
744	
720	
743	
8964	
745	
721	
3749	four bench tapping machine
No Tag	
716	Made in E.P.W.
717	
711	2 special 3 spindle drill mach
No Tag	
712	3
3016	3
713	2
823	Reed Engine lathe special for die cast Rep. cups-
853	Sloan & Chase #5 Bench lathe
6	#5
8735	#5
2416	American Watch Tool Co. Bench lathe
704	Brown & Sharp Speed Lathe
705	
702	
2906	
2898	
706	Pratt & Whitney Hand Milling Machine
705	
707	
708	
709	
3748	
No Tag	Bench Vice
3532	
2527	
3529	
3088	
4325	Sloan & Chase #5 Bench lathe tail stock
3350	#5 Boring slide rest-
No Tag	#5
4068	#5 Turning
8897	Amer. Tool Co.
No Tag	Sloan & Chase #5

SPEAKER MARK-
SHEET #

#726	Made in E.P.W.	small special milling machine - To be repaired
726	" " "	" " " "
730	" " "	Bench emery wheel stand - " " "
728	" " "	" " " "
2068	" " "	" " " "
? 229	" " "	" " " "
911	2 2 #2	Arbor Press " O. K.
33422	#3	" " O. K.
9149	Made in E.P.W.	special machine for milling slot in Victor ball conn.
Ec Tag:	" " "	special machine for lapping disc
724	" " "	reproducer weights and standard plates
700	- - - - -	special for tapping std. in reproducer weights
701	- - - - -	Foot Press - To be repaired

A. Johansen

INVENTORY OF CONTENTS - BLDG #18

Fabric, etc.

SECOND FLOOR.

all lost

SHAFTING

180 Cu. Ft. of 2 7/16 Shafting

87 " " " 1 3/4 "

50 " " " 1 1/4 "

HANGER

48 24" Hangers

18 20 "

12 16 "

COUPLINGS

16 2 7/16 Couplings

4 1 3/4 "

3 1 1/4 "

BELTING

120 Cu.ft. of 10" Double Thick Belting

288 " " " 6" " " "

264 " " " 5" " " "

490 " " " 4" " " "

320 " " " 4" Single " "

160 " " " 3" " " "

160 " " " 2" " " "

MISCELLANEOUS TOOLS.

2 20" Monkey Wrenches

4 14" " "

2 12" " "

1 10" " "

30 8" Flat "

15 6" " "

FURNITURE

One Roll Top Desk

FURNITURE(CON.)

Two Drafting Table

One Office Chair

Two Stools

STATIONERY

One Dozen Large Pads

" " Scratch Pads

1/2 " Butcher Books

1,000 Piece Work Time Cards(Bishop)

1,000 Bishop Day Work Time Cards

One Clock

H. W. WILLIAM

FOREMAN.

List of Salvage Machines -

POLISHING DEPARTMENT 4th FLOOR, DEPT. 25. *Building #1*

W. R. BARTLEY.

Tag No.	Machine.	No Makers Name
2056	Polishing Head to ReBabbit	Watson Stillman Co.
2052	" " " "	Watson Stillman Co.
2051	" " " "	Zoecker Lovett Lobe Co.
9883 ?	" " " "	North Ampton Wheel Co.
2120	" " " "	" " " "
2127	" " " "	" " " "
2128	" " " "	" " " "
2125	" " " "	" " " "
2129	" " " "	" " " "
2118	" " " "	" " " "
981	" " " "	" " " "
2064	" " " "	Diamond Machine Co.
1038	Diamond Disc Grinder	" " " "
9884	Beasley Disc Grinder	" " " "
2088	Polishing Head	Hanson Van Winkle
2067	" " " "	Diamond Machine Co.
2065	" " " "	" " " "

Available?

THESE MACHINES CAN NOT BE USED.

Tag No.	Machine.	No Makers Name
2050	Polishing Head No Use	Garvin Machine Co.
2121	" " " "	Garvin Machine Co.
2126	" " " "	Diamond Machine Co.
Tag Missing	" " " "	Builders Foundry Co.
2086	" " " "	" " " "
4974 ?	Tumbling Barrell Spindle	" " " "

(1 Buffalo Forge Co. Blower may be used.)

These machines are no use.

By No Use

BATES TOOL & MACHINERY REPORT

#15 BUILDING 5th FLOOR

SHOP NO.

3531	Drill Press	Repair
1415	" "	"
1421	" " Segourney Tool Company	O. K.
1434	" " C. Allen & Co.,	Repair
1416	" "	"
1417	" "	"
1419	" "	"
4838	" "	"
1435	" " Pratt & Whitney	O. K.
1436	" " " "	" "
1437	" " " "	" "
1422	Milling Machine, Pratt & Whitney	Repair
1424	" " " " "	"
1405	Garvin	"
1406	Fox Mach. Co.	O. K.
1407	Kempwith Mach.	Repair
1431	Garter & Hake Co.,	"
1409	B & S	"
1410	D & S	"
1412	B & S	"
1413	Breniard	"
1414	Profiles Garvin	Slight Repair
5614	#12 Garvin	Repair
1408	Pratt & Whitney	Overhaul
1457	Paper Cutting Mach.	O. K.
4839	Emery Stand	Scrap
1402	Grinder B & B.	Overhaul

BATES DEPARTMENT

HIRRSHOFF

SHOP NO.

1458	No name drill press	Repair
1444	" " " "	"
4034	" " " "	"
3742	" " " "	"
1420	Taping Machine	Repair
1432	" "	Scrap
1425	" " Garvin	Repair
3516	Universal Grinder	Repair
1427	Spec. Grinder	"
1402	B & S Universal Grinder	Overhaul
5616	Bliss Press	O. K.
8754	Emory stand	O. K.
1400	Spec. Wks. Notching Machine	Repair
1445	" " " "	"
1446	" " " "	"
9863	" " " "	"
9864	" " " "	"
1447	Spec. Wks. Engraving Machine	Repair
1449	" " " "	"
1450	" " " "	"
1451	" " " "	"
1452	" " " "	"
1454	" " " "	"
1455	" " " "	"
1456	" " " "	"

All Miso. No Numbers

1429	American Notch Lathe #2	Repair
1430	" " " #2	"
1438	" " " #5	"
1426	" " " #2	"
1448	" " " #2	"
1453	" " " #2	"

4614	American Notch Lathe	#2	Repair
4615	"	"	"
9865	"	"	"
-	"	"	"
1443	Spec. Wks Milling Machine		"

#7 BUILDING, 2ND FLOOR.

No.	Lathes in Tool Room	Condition
37	Hindy	Fair
38	Hamilton	Good
34	Prentice	"
35	Davis	Poor
35	Davis	Scrap
32	Prentice	Good
27	Seneca Falls	Fair
29	John Bogert	N. G.
28	Farbank	Good
25	Hamilton	Good
8773	Cataract Harding	Poor
4415	Sloan and Chase	"
9861	" " "	"
15	Dwight Slate	"
1	Prentice	Good
3434	Hamilton	Good
4	Davis	Fair
2	Pratt & Whitney	Scrap
8777	Sloan and Chase	"
7	" " "	"
17	" " "	"
21	" " "	"
19	" " "	"
18	" " "	"
9862	" " "	"
14	" " "	"
4767	" " "	"
11	American Watch Tool	"
3	Seneca	"
23	American Watch	"

MILLING MACHINES.

66	#11 Garvin	Fair
62	Norman Bench	Scrap
51	Cincinnati	Fair
3226	#21 Garvin	"
61	Brown & Sharpe	"
60	Cincinnati #10	"
59	Brown & Sharpe	Poor
57	Brown & Sharpe #1.	"
8	#22 Garvin Vertical	Fair
9	Pratt & Whitney	Scrap
56	Duplex #2.	Poor

PLANERS.

68	Water Bros.	Fair
67	Flather Co.	Good
65	Pease Co.	Poor

GRINDERS.

76	Surface	Brown & Sharpe	No Good
40	"	" " "	Good
3400	"	" " "	Good

No. Lathes in Tool Room. Condition.

GRINDERS (Cont'd.)

47	Tool Grinder	Brown & Sharpe		Good
46	"	"	"	"
44	"	"	"	"
45	"	"	Dia. Machine Co.	Poor
43	#1 Brown and Sharpe		25.00	Good
42	#1	"	"	"
41	#1	"	"	"
8772	Hob Grinder	S & S		"
39	Wet Whitney			"
3433	Drill Grinder			Poor

SHAPERS

73	Pratt & Whitney		Good
3397	Gould & Eberhard		"
74	Pratt & Whitney		Fair
72	Cincinnati		Poor
69	Pratt & Whitney		Good
3435	Gould & Eberhard		"
9036	Rhodes Mfg. Co. Vertical		"

DRILL PRESS.

77	F. E. Reed		Poor
5605	Champion 20"		Good
75	No Name		Poor
70	"		"
4100	Chas. G. Allen		"
48	Garvin		Good
49	Pratt & Whitney		"
8775	Newark Second Hand		"
"	American Radial		Good

PRESSERS.

5	#18 Bliss		N. G.
5275	#3 Arbor		Good
30	#3		"

O. WEBER.

REPORT ON GRINDING MACHINE IN DEPARTMENT #21

#7 BUILDING, 1ST FLOOR

- 3748 Universal No.1 Grinder
Head Broken, Counter Shaft
bent, can be repaired.
- 3520 Universal No.1 Grinder,
Machine in fair condition,
over Head casting broken.
- 3522 Universal No.1 Grinder
Head broken, Apron broken,
Water Tank broken, can be
repaired.
- 79056 Universal No.1 Grinder
Machine in fair condition
Apron broken, can be repaired,
over Head Shafting bent.
- 2474 No.11 Plain Grinder
Machine in fair condition.
Counter Shafting in bad condition.
- 2475 No.11 Plain Grinders,
Bad condition. Counter Shaft same.
- 2476 No.11 Plain Grind, in good con-
dition, Counter Shaft same.
- 75633 Horse Plain Grinder in fair
condition, Shaft can be repaired.
- 76943 No.10 Plain Grinder in bad shape
can be repaired. Over head Counter
Shaft will have to be replaced.
- 9048 No.10 Plain Grinder machine in
fair shape. Counter Shaft in Bad
condition, shaft will have to be
replaced.
- 9047 No.10 Plain Grinder in fair condition
shaft Apron broken. Counter shaft
will have to be replaced.

BROWN & SHARPE- POLISH MACHINE HEADS.

2466-2465-2469-2468-2467 can be repaired.

TAPING HEADS.

9070-9372-54-4991-9069 and one number damaged so you can
not read. Will have to be rebushed. Can be repaired.

6. No. 5 Sloan & Chase Head can be repaired.

REEVES.

Disc. 11

MACH., TOOLS, BIDS, ETC., FOR B-50

STORAGE BATTERY BLDG.

WORKS & INC.

Dept.	Tools Mach.		Dept.	Tools Mach.	
Phono. Assem.	O.K.	O.K.	Buffing	O.K.	O.K.
unch Press			Dictating Machine)		
Screw Machine	O.K.	O.K.	Electrical) Not Phonograph	
Jewel			Film		
Shrinker Mtg.			Phono. Repair		
" Assemb.	O.K.	O.K.			
Gear		O.K.			
Lathe		O.K.			
Drill Press					
Japan	O.K.	O.K.	<u>LABORATORY</u>		
Sheet Metal	O.K.	O.K.	Jobbing	See Drill Dept. working in full.	
Grinding	O.K.	O.K.	Tool Making		
Finished parts	---	---			
Cabinet finishing	---	---			
Packing and Shipping	---	---			
Japan Cleaning	O.K.	O.K.			
Nickel Plating	O.K.	O.K.			
Receiving	---	---			
Production & Stock	---	---			

-REPRODUCERS-

NAME OK

MACHINERY & TOOLS		Total Bills File	Destroyed	Can Be Repaired	Amount Required For Piece	Available in Stock Room	Necessary Repair	Necessary To Replace With New	
Microscopes		100	100	0	20	0	0	20	
" (Special)		6	6	0	4	0	0	4	
Micrometers (1/2" B&S #6)		15	15	0	3	0	0	3	
" (1/2" Slocumb)				0	6	0	0	6	
" (1" B&S #10)				0	3	0	0	3	
Motor Generator Set 5V. 200 Amp. Crocker-Wheeler		1	1	0	1	0	0	1	
Motors 1/4 H.P. Sprague (Repair)		7	7	0	6	1	0	4	
Scale Analytical Balance		1	1	0	1	0	0	1	
Watch Lathe #2 & Access.		180	100	50	45	0	0	45	
Motors 1/16 H. P. Cheshire		5	5	0	2	2	0	0	
Dial Gauges		2	2	0	2	0	0	2	
Four Spindle Drill Press		1	0	1	1	0	0	1	
Bench Drill Press (Light)		19	8	11	8	0	0	8	
Bench Tapping Machine (Light)		2	2	0	1	0	0	1	
" " " (Mid.)		2	2	0	1	0	0	1	
#5 Bench Lathe S & C. and Access.		4	0	4	2	0	0	2	
Speed Lathe B & S		5	0	5	3	0	0	3	
Hand Milling Machine (P & W.)		6	0	6	2	0	0	2	
Spec. Tapping Machine for Weights (For Disc Speakers only.)		1	0	1	1	0	0	0	
Watch Lathes #2 & Access.		9	5	4	5	5	0	0	
Motors 1/16 H. P. Langley		9	9	0	2	0	0	6	
Sewing Machines		3	0	0	1	0	0	1	
Bench Lathes #5 1/2		4	1	3	1	0	0	0	
Two Burner Flat Gas Plates		2	2	0	1	0	0	1	
Two H.P. Motor						1	0	0	
One H.P. Motor						2	0	0	
MATERIALS									
Diamond Points in Bottles									
Diamond Spills at Police Station									

[illegible]

JAPANESE
DISC MACHINE

*file -
New factory
Organization
J Box*

TOP PLATE.

Filling-----	3 min.
First Coat-----	2 min.
Bake-----	
Second Coat-----	1 3/4 min.
Bake-----	
Rubbing-----	3 min.
Washing-----	3/4 min.
Transfer-----	3 min.
Touching-----	2 min.
Black-----	2 min.
Second cleaning-----	3 min.
Varnish-----	2 min.
Bake-----	
Third cleaning-----	1 min.
Cutting transfer-----	2 min.
Striping-----	<u>1 min.</u>
TOTAL-----	26 1/2 min.

BARREL.

Filling-----	1 min.
First Coat-----	3/4 min.
Bake-----	
Touching-----	1/2 min.
Second cleaning-----	<u>1/2 min.</u>
TOTAL-----	2 3/4

continued.

JAPANNING
DISC MACHINE

SUPPORTS FOR TOP PLATE.

First Coat-----	3/4 min.
Bake-----	
Black-----	<u>1/4 min.</u>
TOTAL -----	1 min.

REPRODUCER STRAP.

First Coat-----	1/2 min.
Bake-----	
TOTAL-----	1/2 min.

FLEXIBLE SHAPE.

First Coat-----	1/2 min.
Bake-----	
TOTAL -----	1/2 min.

PUTTING CLAMP.

First Coat-----	1/4 min.
Bake-----	
Second cleaning-----	<u>1/2 min.</u>
Total-----	3/4 min.

ATTACH. ARM.

Filling-----	1/2 min.
First Coating-----	3/4 min.
Bake-----	
Second Cleaning-----	<u>1/2 min.</u>
TOTAL -----	1 3/4 min.

JAPANNING

continued.

DISC MACHINE

TURNABLE SPINDLE BRACKET.

Filling-----	1/2 min.
First Coat-----	3/4 min.
Bake-----	
Second Cleaning-----	<u>1/2 min.</u>
TOTAL-----	1 3/4 min.

SHAFT SUPPORT FOR BARREL.

Filling-----	1 min.
First Coat-----	1 min.
Bake-----	
Black-----	1/2 min.
Second Cleaning-----	<u>1 min.</u>
TOTAL-----	3 1/2 min.

SUPPORT FOR TOP PLATE.

First Coat-----	3/4 min.
Bake-----	
Black-----	<u>1/4 min.</u>
TOTAL-----	1 min.

GRAND TOTAL..... 40 Minutes.

JAPANNING
CYLINDER MACHINE

TOP PLATE.

Filling-----	3 min.
First Coat-----	1 1/2 min.
Bake-----	
Second Coat-----	1 1/2 min.
Bake-----	
Rubbing-----	3 min.
Washing-----	3/4 min.
Transfer-----	3 min.
Touching-----	2 min.
Black-----	2 min.
Second Cleaning-----	3 min.
Varnish-----	2 1/2 min.
Bake-----	
Third Cleaning-----	1 1/2 min.
Cutting Transfers-----	2 min.
Striping-----	<u>1 min.</u>
TOTAL-----	26 3/4 min.

GRILL.

First Coat-----	1/2 min.
Bake-----	
Touch-----	<u>1/2 min.</u>
TOTAL-----	1 min.

JAPANNING

continued.

CYLINDER MACHINE

DIAPHRAGM ARM.

Filling----- 2 min.
First Coat----- 1 1/2 min.
Bake-----
Touching----- 1 min.
TOTAL----- 4 1/2 min.

HORN.

Painted in 4 1/2 minutes.

BARREL SHAFT SUPPORT.

Filling----- 1 1/2 min.
First coat----- 1/2 min.
Bake-----
Black----- 1/2 min.
Second Cleaning----- 1 1/2 min.
TOTAL----- 4 min.

GOVERNOR COVER

Filling----- 1 min.
First Coat----- 1 1/2 min.
Bake-----
Second Coat----- 1/2 min.
Bake-----
Rubbing----- 2 min.
Washing----- 1/2 min.
Transfer----- 1/2 min.

JAPANNING
CYLINDER MACHINE

continued.

Touch-----	1/2 min.
Black-----	1/2 min.
Second Cleaning-----	1/2 min.
Varnish-----	1 min.
BAKE-----	
Third Cleaning-----	<u>1/2 min.</u>
TOTAL-----	9 min.

GRAND TOTAL..... 45 1/4 minutes.

JAPANNING
BUSINESS MACHINE

C.I. CABINET.

Filling-----	2 min.
First Coat-----	3 min.
Bake-----	
Second Coat-----	2 min.
Bake-----	
Rubbing-----	6 min.
Washing-----	2 min.
Transfer-----	4 min.
Touching-----	2 min.
Black-----	2 min.
Second Cleaning-----	1 1/2 min.
Varnish-----	3 min.
Bake-----	
Third Cleaning-----	1 1/2 min.
Cut Trans-----	2 min.
Striping-----	<u>2 min.</u>
TOTAL-----	35 min.

MOTOR.

Filling-----	2 min.
First coat-----	2 min.
Bake-----	
Second Coat-----	2 min.
Bake-----	
TOTAL-----	6 min.

JAPANNING

BUSINESS MACHINE

continued.

TOP PLATE.

Filling-----	3 1/2 min.
First Coat-----	2 1/2 min.
Bake-----	
Second Coat-----	2 1/2 min.
Bake-----	
Rubbing-----	4 min.
Washing-----	1 min.
Transfer-----	1 1/2 min.
Touching-----	2 min.
Black-----	2 min.
Second Cleaning-----	2 1/2 min.
Varnish-----	4 min.
Bake-----	
Third Cleaning-----	2 min.
TOTAL-----	27 1/2 min.

SHIVEL PLATE.

Filling-----	1 min.
First Coat-----	2 min.
Bake-----	
Second Coat-----	1 1/2 min.
Bake-----	
Rubbing-----	1 min.
Washing-----	1/4 min.
Transfer-----	1 1/2 min.
Touching-----	1/2 min.

JAPANNING

continued.

BUSINESS MACHINES

Black----- 1 1/2 min.
~~Second Coating-----~~
Varnish----- 1 min.
Bake-----
TOTAL----- 10 1/4 min.

CHIEF PAN.

First Coat----- 1 1/4 min.
Bake-----
Second Coat----- 1 min.
Bake-----
TOTAL----- 2 1/4 min.

DICK. SHEET HOLDER

First Coat----- 3/4 min.
Bake-----
Touching----- 1/2 min.
TOTAL-----

1 1/4 min.

JAPANNING

continued.

BUSINESS MACHINES

DICT. SHEET BRACK.

First Coat-----	1 min.
Bake-----	
Second Coat-----	1 min.
Bake-----	
TOTAL-----	2 min.

RECORDRACK TRAY

First Coat-----	1 min.
Bake-----	
Second Coat-----	1 min.
Bake-----	
TOTAL-----	2 min.

SWIVEL PLATESUP. ARM.

Filling-----	1 min.
First Coat-----	1 1/2 min.
Bake-----	
TOTAL-----	2 1/2 min.

FEED NUT SPRING ADJUSTING ARM.

First Coat-----	1/2 min.
Bake-----	
Second Coat-----	1/2 min.
Bake-----	
TOTAL-----	1 min.

**Edison General File Series
1914. Thomas A. Edison, Ltd. (E-14-84)**

This folder contains correspondence and other documents relating to the administration of Thomas A. Edison, Ltd. in London, as well as the recording of phonograph records in Great Britain and Italy. One item concerns the appointment of Alfred F. Wagner as manager of TAE Ltd., in place of Paul H. Cromelin. The other two selected documents are by Humbert F. Tosi, a musician whom Edison sent to Europe to record great singers. One letter is a birthday greeting to Edison, while the other pertains to contract negotiations with Italian tenor Giuseppe Anselmi.

The unselected material includes lists of recordings submitted for Edison's approval.

Jan. 8, 1914.

Messrs. Maxwell, Miller, Holden, Lanshan, F. Bachmann, Hardy,
L. W. McChesney, Farrell, Gill, Dolbeer, Hird, Durand, Redfearn,
L. C. McChesney, Ireton, Brown, Berggren, Bokert, Jubert, Davidson,
Leeming, Hudson, Rogers, Youmans, Philips, Cheshire, Flimpton,
W. H. Miller, C. F. Miller, W. H. Meadowcroft, Hutchinson, R.A.
Bachman, Bee, Mudd:

In a letter from Mr. Stevens dated Dec. 31st, he advises
of the appointment by him of Mr. A. F. Wagner as Manager of Thomas
A. Edison, Ltd., London. This for your information and in order
to enable you to properly address Mr. Wagner as Manager in any future
correspondence you may have with the London office.

CHW/IWW

C. H. Wilson.

LONDRA
PARIGI
BERLINO
NEW YORK
SIDNEY
BUENOS AYRES

FONOGRAFI E DISCHI EDISON
INCISIONI FONOGRAFICHE

Phon.
1914
Thomas A Edison Ltd.

Cable address:
Edifono - Milano

MILANO
Via Silvio Pellico, 8

January 31st 1914
F 20

To Thomas A. Edison Esq.

Orange, N.J.

Dear Mr. Edison,

Once more an event is returning which cannot pass unnoticed by progressive humanity, I refer to the return of your birthday.

Much the world owes to your creative power and unrivalled genius and I proudly wish to take my part in the general rejoicing in tendering you my sincerest and best wishes for many return of the same, crowned with health and happiness.

May I also express the sense of my pride of being a part of your organization.

I beg to remain, Sir,
Devoted yours,

Humbert F. Tosi.

THOMAS A. EDISON Ltd
OFFICE
MILANO - Via Silvio Pellico, 8

File under Josi

Milan, March 11-1914

1914
Chen.

MEADOW BROFT.

Kalter H. Miller Esq.

Manager Recording Dept.

Thomas A Edison Inc. New York.

Dear Mr. Miller,

Yesterday I received your cable: "Edison in Florida Contract forwarded. Will reply as soon as possible Terms probably acceptable if royalties apply on guarantee. Will be consent?" Miller"

I called on Anselmi at once, I had a long conversation with him and called you as follows:

Miller Lymotic - New York -
Applied royalties consented. Anselmi said this will be his only concession - Josi

I will add now that notwithstanding the decisive tone in which Anselmi said this I would insist on the point that if he will sing for any other company one or any of the pieces he recorded for us, during the period of time he was receiving royalties from us on same, he will lose all rights on the royalties due him.

THOMAS A. EDISON Ltd
UFFICIO
MILANO - Via Silvio Pellico, 6

Walter H. Miller Esq - 2 -

The disc phonographs and records finally reached us and both myself and Anselmi are very much pleased of the beautiful tone of the instruments.

This morning I received your letter of February 26 ult. I carefully noted its contents and yours and Mr. Edison's instructions will be carried through by me in the best possible manner.

Baritone Pignatelli - I note that the only bar. that Mr. Edison permitted us to use is Pignatelli. This artist died a month ago here in Milan.

The only other baritones approved by Mr. Edison are Gleijeses, De Padovani, Balducci and Grandini.

The first one I would consider only for neapolitan songs, De Padovani was once approved and once rejected by Mr. Edison. Balducci is only a fair artiste and Grandini is by far the best of the four. Kindly advise me which one of the four you consider best suited for our work.

THOMAS A. EDISON Ltd

UFFICIO

MILANO - Via Silvio Pellico, 6

Walter H. Miller Esq - 3

Regarding tenors, I note that the only Italian that Mr. Edison permitted us to use is Anselmi. Jaume is French and Vikus is German.

Anselmi is an high price man; Jaume it will be possible to get at reasonable conditions but he has a poor Italian diction and probably we will have to limit his work to French pieces.

We need a good low-price Italian tenor. I would advise you to consider Tommasini that Mr. Edison already approved. We would use Tommasini only in case we could not use Jaume for Italian music.

I note that the titles of 5 concerted numbers from Faust are in French, do you want these recorded in the original French language or in Italian?

Trusting to hear from you soon on the various matters

With kindest personal regards,

I beg to remain,

Very truly Yours,

Humbert F. Tosi

**Edison General File Series
1914. Visitors (E-14-85)**

This folder contains correspondence with individuals planning to meet with Edison, arranging for others to meet him, or thanking Edison for a recent meeting. Among the documents for 1914 are letters of introduction for Queen Eleonore of Bulgaria and British actress and political activist Olga Nethersole. Other visitors and prospective visitors include Prof. Henry Walcott Farnum of Yale, Italian composer Luigi Romano, and New York Edison Co. officials Nicholas F. Brady, Thomas E. Murray, and Arthur Williams.

Less than 10 percent of the documents have been selected. Requests for appointments that were declined by Edison and letters that received no reply have not been selected.

FREDERICK L. HOFFMAN
STATISTICIAN

THE PRUDENTIAL INSURANCE COMPANY
OF AMERICA
HOME OFFICE, NEWARK, NEW JERSEY

March
Thirty-first
1914

Mr. Thomas A. Edison,
Laboratory, Valley Road,
West Orange, New Jersey.



Dear Mr. Edison:-

Prof. Henry W. Farnam, exchange professor for Germany this year, who expects to sail in about a month, would like very much to visit your laboratory and the Orange factory, and if in any way possible, the privilege of a personal interview. Prof. Farnam expects to come to Newark on Wednesday, April 8th, and he would like to come out to Orange in the afternoon. You will remember that in 1912 you were good enough to extend a similar privilege to Sir Thomas Oliver, who is an intimate friend of Prof. Farnam's, and I am sure that your personal kindness in this matter would be very highly appreciated. Prof. Farnam is also a close friend of ex-President Taft and he goes abroad this year as the Professor on Economics and I believe that some of his lectures are on the development of American industries, with some observations on American inventions, etc.

Whatever kindness you can extend to Prof. Farnam will be sincerely appreciated by us both.

Anticipating the favor of an early reply, I remain,

Very truly yours,

Frederick L. Hoffman

FREDERICK L. HOFFMAN
STATISTICIAN

IIP

THE PRUDENTIAL INSURANCE COMPANY
OF AMERICA
HOME OFFICE, NEWARK, NEW JERSEY

April
Second
1914

Mr. Wm. H. Meadowcroft,
Assistant to Mr. Edison,
The Edison Laboratory,
Valley Road, West Orange, N. J.

Dear Sir:-

I am obliged to you for your very cordial invitation to Prof. Henry W. Farnam and the contents of your letter have been communicated to him. I take it that either Wednesday or Thursday of next week will be entirely satisfactory, and you will be informed in a day or two, and certainly by Monday, as to which of the two days will be agreed upon. It had elipped my mind that Mr. Edison was in Florida; the fact that Prof. Farnam can not meet him will be learned by him with sincere regret.

I remain,

Very truly yours,

A handwritten signature, likely of Frederick L. Hoffman, is written in dark ink. The signature is stylized and appears to be "F. L. Hoffman". It is written over a horizontal line that extends across the width of the signature.

FREDERICK L. HOFFMAN
STATISTICIAN

V

THE PRUDENTIAL INSURANCE COMPANY
OF AMERICA
HOME OFFICE, NEWARK, NEW JERSEY


APRIL 10, 1914.

Mr. William H. Leadowcroft,
Laboratory of Thomas A. Edison,
Orange, N. J.

My dear Mr. Leadowcroft:-

I want to thank you once more for your exceptional kindness towards Professor Parman and myself on our recent visit to your laboratory. You will please express our regret to Mr. Edison that we could not have seen him.

I remain,

Very truly yours,


Statistician.

BEN B. LINDSEY
DENVER

Colorado

June 2, 1914.

H 6

My dear Sir:

I enclose a copy of a letter I have written Miss Olga Nethersole, who is now at the Plaza Hotel, New York City. It speaks for itself. If an arrangement could be made for Miss Nethersole to visit Mr. Edison, I am sure it would do much to help spread some of his ideas concerning education, in which I am also interested and of which Miss Nethersole has a keen appreciation and is in a position to do much to promote.

I know how busy Mr. Edison is and how valuable is his time, and I am sending this matter to you, hoping that if it is possible you may grant the favor requested.

With kindest regards to Mr. Edison and all good wishes, I am,

Sincerely yours,

Hon. Ben B. Lindsey

The Private Secretary,
To Mr. Thomas A. Edison,
C/o Edison Laboratories,
East Orange, N.J.

[ATTACHMENT/ENCLOSURE]

BEN B. LINDSEY
DIRECTOR

June 2, 1914.

COPY

My dear Mr. Edison:

I take great pleasure in introducing Miss Olga Nethersole, the distinguished English actress. Miss Nethersole is not only one of the great, if not the greatest, artist among the women of England in her chosen profession, but she is a philanthropist who has rendered the highest kind of service to humanity and justice. In her play, "The Writing on the Wall," she perhaps did more than any one single influence to bring about the reformation of the dilapidated tenement houses controlled by one of the big church organizations in New York City. She was also of great service to the cause of the children in bringing to the attention of the English authorities the need for children's courts and detention schools in place of the old-time jails. She is a lady of the highest character, integrity and ability, and a much honored, valued and highly esteemed personal friend of mine. In the way of giving benefits and boosts to our work here, she has been of great service in our Denver struggles.

She is tremendously interested in the problems of education and in some of the things we have discussed, and of course she is interested in you and your own marvelous work. She has long wished for the privilege of meeting you and discussing, however briefly, some matters in which I am sure you are interested and which she has taken up with persons of the highest importance and official standing in Great Britain, where she is highly esteemed. I should, therefore, esteem it a great personal favor, if it is possible and convenient, if you could meet her.

I am sending copy of this letter to you or your secretary. Miss Nethersole is at the Plaza Hotel, New York City, and if convenient to meet her at all before she sails for England, you can reach her there.

Very respectfully,

BEN B. LINDSEY

Mr. Thomas A. Edison,
Llewellyn Park,
East Orange, N.J.

2227 MAPLEWOOD AVENUE
TOLEDO, OHIO, U.S.A.

MEADOW CROFT.

June 7th 1914

Yrs

I¹⁵

I should deem it a favor if you would let me know if her Majesty, the Queen of Bulgaria, may visit your Laboratory when she comes to the States at the end of this year.

Respectfully yours

Miss Bainbridge

Thomas A. Wilson Esq.

SHELDON H. BASSETT
30 EAST 42ND STREET
NEW YORK

June 16th, 1914

Mr. Thos. A. Edison,

Orange,

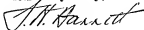
New Jersey.

Dear Sir:-

Your kind invitation of June 9th, addressed to
Mr. F. W. Bassett, reached me today and I learn that same
was intended for me.

I accept, with much pleasure, your kind invitation
to pay you a visit at your Laboratory on Friday, June 19th,
at one o'clock.

Yours very truly,



S.H.B.

SALES OFFICES
ATLANTA
BALTIMORE
BOSTON
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E 20

Bloomfield, N. J. June 18th, 1914.

Mr. W. H. Meadowcroft,
Edison Laboratory
Orange, N. J.

Dear Sir:-

Our Engineer of Works Mr. W. F. Converse has often expressed himself to the effect that he would very much like to visit the Edison Plant.

I have been employed in the works for a period of about eight years naturally at times I mention the works as a criterion.

If you can see your way clear to invite him and myself to visit the Orange Plant I would appreciate it very much.

Thanking you for your consideration, I am,

Yours respectfully,

W. H. Meadowcroft
"Sam" Meadman

*No objection
but not to be
shown due to Mr. Edison:
If you see no
objection, I will
pay they may come
W. H. Meadowcroft*

2227 MAPLEWOOD AVENUE
TOLEDO, OHIO

June 19th 1914

NM

Dear Sir,

I am truly obliged by your kind letter a copy of which I shall have much pleasure in sending to his Majesty, the Emperor of Bulgaria, by today's post.

The gracious reception which you accorded me and my visit to your laboratory some years ago is always pleasingly present to my mind.

Respectfully yours

Wm. R. Rindge

Thomas A. Edison Esq.



When morning

THE EVENING MAIL

MEADOW CROFT
BROADWAY AND FULTON STREET

HENRY L. STODDARD
EDITOR

Brooklyn, N.Y.
June 27, '14

NEW YORK

Mr. Thomas Edison.
Dear Sir.

I remember well,

when I was a young pastor of a
Brooklyn Church, seeing you, repeatedly, in
the office of my friend of Wesley Church,
who was master of North Davis Place, in
Downtown N.Y.

Mr. Church told me much of the work-
days of your inventions. Notably the use
of Raleigh wire for incandescent lamps. I
can hardly be in error now
as I understood you to invite investment
with ~~him~~ you.

Would you give me an interview, as
to these days? For justification.

You can have no doubt how interesting
anything of your career is to the world.
I ought to be interviewing.

Respectfully Emory Stodard
Address unchanged, Brooklyn, N.Y.

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BRANCHES
THE PLAZA-NEW YORK
THE CHIEFSTEAD, HOT SPRINGS, VA.

CABLE ADDRESS-"HNA"
TELEPHONE HECTOR 1020

New York September 1st, 1914

Mr. Thomas A. Edison

Llewellyn Park.

Dear Mr. Edison:

MEADOWCROFT
Say any time
E

I would be pleased to have you appoint a time
when I may have a private personal interview with you on the
subject of Alkaline Storage batteries.

Such an interview would I believe result in great
advantage to you.

Yours very truly,

W. R. Hinsdale. *W. R. Hinsdale*



L. Romano

210 Mott Street

New York September
24-1914

Dear Sir

Grateful thanks for the
interesting news you gave me
in your letter.

Sorry, to not be in
possibility to come for to-mor-
row, Friday, I must postpone
my endless pleasure to see
the great inventor on next Mon-
day.

With my best regards

Respectfully yours

Prof Luigi Romano

THE NEW YORK COMMERCIAL CENTENARY COMMISSION

INCORPORATED BY CHAPTER 819 OF THE LAWS OF 1912 OF THE STATE
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November 13th 1914

Thomas A. Edison, Esq.,
Laboratory of Thomas A. Edison,
Opposite Morningside Park,
Orange, New Jersey.

Dear Mr. Edison:

I take great pleasure in presenting herewith
Dr. Lorenzo Arias, Asst. Sec'y of the Dept. of Agriculture,
Senor Josef Penco, Chief of the Bureau of Information for
the Republic of Cuba and Dr. G. M. Tomas, Director of the
Municipal Band of Havana, who are most anxious to see the
Laboratory and to shake hands with you.

Will you kindly do what you can for them. They
will greatly appreciate any attention that you may show
them and I will deem it a personal favor.

Believe me,

Very sincerely,

George F. Kunz
Vice-President

Geo. F. Kunz

WESTERN UNION TELEGRAM

Form 1854

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

DELVIERE BROOKS, VICE-PRESIDENT

RECEIVED AT 238 MAIN ST.
67 NY GC 39 RH ORANGE, N. J.

SD NEWYORK DEC 14 1 14

W H MEADOWCROFT,

EDISON LABORATORY,

ORANGE NJ

MR BRADY MR MURRAY MR WILLIAMS AND MYSELF WILL COME OUT TO ORANGE
TOMORROW AFTERNOON ABOUT THREE THIRTY AND WILL CALL ON MR EDISON FOR
A FEW MINUTES PLEASE PHONE ME TOMORROW MORNING IF IT WILL BE
CONVENIENT .

J W LIEB.

618PM

File

WESTERN UNION TELEGRAM

Form 1854

GEORGE W. E. ATKINS, VICE-PRESIDENT

NEWCOMB CARLTON, PRESIDENT

DELVIERE BROOKS, VICE-PRESIDENT

RECEIVED AT 238 MAIN ST.
ORANGE, N. J.

26 NY R 14 KL

CATASAUQUA PA DEC 17

THOS A EDISON INC.

CR MR. MEADOWCROFT.

ORANGE NJ

OUR MR WINTERS WILL CALL AT YOUR PLANT FRIDAY MORNING
TO INSPECT FULLER MILLS

LEHIGH CAR WHEEL AND AXLE WORKS 11 35 AM

TELEPHONE NO. *1144*
TELEPHONED TO *1144*
BY *W H L* AT *1144*

File

MC CARTER & ENGLISH
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 AUGUSTUS S. RIDGER, JR.
 TELEPHONE 5025 HULSBERRY

769
 Newark, N. J. December 18, 1914.

Thomas A. Edison Esq.,
 Orange, N. J.
 Dear Mr. Edison:-

The bearer of this letter is Mr. George W. Knight, an en-
 gineer of standing of this City, who desires to meet you. I will
 appreciate it if you can arrange to give him an audience.

Yours very truly,

Comma English

Mechanical Electrical
 Engineer
 GEORGE W. KNIGHT, M.E.
 ENGINEER
 BOARD OF EDUCATION
 NEWARK, N. J.

Mr. Edison sent this
 Mr. English I had him you
 gentleman. I had already made arrangements
 but if anything comes of later
 wished advice from
 Nice appearing follows
 Mr. Edison



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115 LIBERTY STREET

NEW YORK

Ded. 30, 1914.

Wm. H. Meadowcroft, Sec'y.,
Thomas A. Edison,
Orange, N. J.

My dear Mr. Meadowcroft:

I take pleasure in asking you to shake hands with Mr. B. S. Summers of Port Huron, Mich. Mr. Summers is an old personal friend of our General Superintendent, Mr. James P. Sneddon, and I am glad to say that Mr. Summer's father was a telegraph operator way back in Mr. Edison's early days and an associate of Mr. Edison's; consequently, I believe that Mr. Summer's acquaintance will prove of interest.

May I take the liberty of asking you to arrange it so that Mr. Summers can meet Mr. Edison? He is anxious to do this for specific reasons which he will explain to Mr. Edison personally. I might add that as nothing of a financial or other embarrassing nature is involved in this matter, you need not hesitate to accommodate Mr. Summers in any manner whatsoever.

With kind regards and trusting you will have a Happy New Year, I beg to remain,

Very truly yours,

FAS-L

Edward A. Schaffner

Edison General File Series

1914. Warren County Warehouse Company [not selected] (E-14-86)

This folder contains routine documents pertaining to the Warren County Warehouse Co., a subsidiary of the Edison Portland Cement Co. Among the items for 1914 is a notice of the annual stockholders meeting, along with correspondence concerning stock dividends.

**Edison General File Series
1914. West Orange Laboratory (E-14-87)**

This folder contains correspondence and other documents relating to operations at the West Orange laboratory. Included are notes, memoranda, and interoffice communications by Edison, personal assistant William H. Meadowcroft, chief engineer Miller Reese Hutchison, and members of the technical and experimental staff. Some of the documents pertain to Charles Edison's work at the laboratory. There are also references to the organization of a new fire department at the Edison laboratory in October 1914, two months before the fire that destroyed the Edison Phonograph Works. Also included are lists of employees at the laboratory and phonograph works and correspondence with Steinway & Sons concerning repairs to a grand piano. An incomplete set of minutes of the Engineering Dept. Committee appears at the end of the folder.

Approximately 20 percent of the documents have been selected. The unselected items include lists of furnishings and supplies in the chemical laboratory and balance room.

January 2, 1914.

MR. MILLER:

Here are the distributions for each week of the time charged to the Laboratory, for the month of November. I will send over December's a little later.

The work has not been running as heavy from the Laboratory recently, as it did for a time - as we used to have so much work for a while from the Educational Film Dept., and that has been discontinued now, and also Mr. Meadowcroft and Mr. Bing have not been sending over as many long jobs of copying as they did for a while. They used to both at times send in copying work which would keep one girl busy steadily for perhaps two or three weeks at a time, on just the one job; but their work has been lighter recently.

The Laboratory time for a while ran as high as 50, 60 and 70 or more hours a week - but of late it has run about 30 or 40, or thereabouts.

I have tallied these reports with the total amount charged to the Laboratory on the time reports I send to the Accounting Dept., so if there is any difference when you receive your expense sheets, you will understand that it is some difference the Accounting Dept. have made, and not in my reports themselves.

I trust this will give you what you desire, and remain,

Respectfully,

Ruth Coffin.

W.D. LAB. -
PHOTOGRAPH DEPT.

✓ All right let him
have Green Room
January 12, 1914
make negative
C. J.

Mr. Edison:-

Our Photograph Department is getting more and more work all the time. We have been turning out quite a number of prints of our motion picture actors and actresses, and on this one job alone, saved, up to December first, \$200.00 over that which it would have cost us to have had the work printed outside.

We have now another order for about a thousand prints of motion picture players, which would cost us about \$300.00, if made outside, from which we would make \$75.00 over and above the price it would cost us to have the prints made outside.

Since we have let Glaister go, we have no one in the Works that can make lantern slides for the Home P. K., so we have assigned this job to Lyman. This will necessitate another dark room.

You remember the room in which Dr. Greene used to do his work. It is not being used for anything now. Do you mind if I equip this room, at a cost not to exceed \$50.00, and let Lyman use this as his printing room, so that he can do the negatives and the lantern slides in his present dark room?

We cannot very well put another dark room in the present photographic quarters, because we need the room on the outside of the dark room for photographic work of models, etc., drying of prints, etc.

The water and plumbing are already in this room downstairs in the Galvanometer Room, and all that it will be necessary to do will be to connect two tanks and the little piping necessary therefor. The printing machine would cost about \$25.00, or a total of \$50.00 on the outside.

Inasmuch as our Photographic Department is making money, and Lyman is delivering the goods on his end of the game, I suppose there is no objection to extending his facilities to enable him to cut down his cost of production.

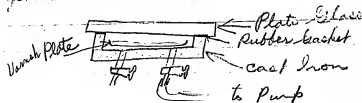
M. R. HUTCHISON.

Jan 20-14

Mr Edison

Tried vacuum to extract bubbles. plates that bubbles could be seen in before putting in vac. only made them appear more prominent but did not get rid of them - at 25 inches for 5 min.

Some plates that I could not see bubbles in before putting on vac. showed bubbles up when in vac. some remained on surface others disappeared when vac. was released but appeared again when vac. was put on again. Not many bubbles showed up in this exp. from 2 to 5 in. each plate. Vac. 25 in.



After baking plates a few more showed
on outside edge.

Butter that I do use in in
24 Bld run about the same as reg.
this in center or uneven and bubbles.

I don't think there is enough air space
in rack. because when I use the
one in the chemical room I don't
get any such blots.

It don't seem to make any diff. in
if the rack is 80°F or 130° at 130 they
can be taken out in 15 min. this
afternoon I will open doors part way
to let more air in rack to see if
it stops the varnish from running
uneven.



Dally

1/20/14

Mr Edison

The ledge where the flint runs on
was one angle and seven or eight
feet wide. There was no good mark it
all over exposed to have it running
to the south.

no good
+ Screen angle

✓ This is right way.

John C. Smith

Test yesterday came out good, but 14 grammes short of what Dally got. - Fred is now changing vibrator as all the rollers in vibrator die

not hit on fine adjustment. They
were not true - Had to make
to make another run today, but
will not get vibrations till afternoon,

Jan 21/14

Mr. Edison

W.S.

The oil rim will shortly be
put on A150 + better models.

All models (#60 + up) will
shortly have governors with roller
instead of guide pin.

Can put oil rim on #60 +
#80 by change as suggested
by Lubr. Very simple and
will be done on new motor.

Leeming
1/26

Wm

REPORT ON RECTIFIER

Week ending January 29th, 1914.

Wm

M. R. Hutchison, Esq.,

Chief Engineer.

The past week has been one of rapid progress. After making rough experiments with the new Single Armature model and locating several faults, I made a new armature, and devised a better contact collecting scheme. In an endeavor to eliminate condenser troubles, I used a variable inductance in series with the A.C. coils: In testing the instrument, I certainly did not spend more than 5 minutes in adjustment before closing the circuit. For 5 hours 60 cells were charged at a 10 amp. rate, when this was increased to 15 amps. A continuous operation of 24 hours has resulted, the rectifier still operating satisfactorily at this rate (15 amps). Two adjustments have been made. One as the "high spots" were worn off the carbons, another as the pivot screw required.

The instrument was built hurriedly and laminations were used only in the armature. The heating value is in consequence high. This can be much reduced. The carbon contacts were taken from a disused model and can be much improved.

Two entirely novel features distinguish this instrument. No condenser is included in the circuit, ~~the~~ adjustment being obtained by means of a variable inductance. This is the first model to operate successfully under such conditions. The use of capacity has been a source of continued troubles in every previous effort, and its elimination one of the most trying problems. The effect of capacity during line fluctuation absolutely destroys

satisfactory operation in the case of a rectifier of the desired output; the contacts are burned up, and the instrument must be repaired. With the present model, using no capacity in the circuit, flashing is almost impossible to obtain even by violence.

In no other instruments using copper-carbon contacts, has the spark been in any way affected by use of condensers. In this model condensers across the contacts eliminates sparking; the operation has been sparkless.

Should the present satisfactory operation continue, a more rugged model will be entirely commercial. The cost will be small, much less than that of any previous model, and its form is neat, compact, and strong.

A drawing of the instrument will be ready for you in a day or two. The scheme is as follows: -

A laminated armature carrying strong interchangeable copper contacts is pivoted between the consequent poles of two magnets formed by four D. C. windings. The armature vibrates between the four remaining poles and makes contact with spring carbon contacts. Round the armature is the A. C. Winding and in series with this winding is a coil having a sliding laminated core, used to vary the inductance. The inductance is used to balance the mechanical lead due to the spring action of the contacts so that the wave used is at least 180 degrees ahead of the applied voltage. Suitable windings can probably be determined experimentally, to eliminate this inductance. One side of the wave only is used, but by the application of independent armature springs, both sides may be carried from the 110 volt line.

An inexpensive attachment has been fitted to the amplified vibration model discarded by Mr. Rudolf, to be operated with sliding

contacts. Rectification was readily obtained, but flashing took place. The operation was of course silent. I am at present engaged in making a detailed drawing of the sliding contact sketched out by you some days ago. This will be submitted to you immediately it is complete.

A Cutler Hammer circuit breaker was adapted to a relay to give a time return action after opening the circuit in case of a flash. It was found that the long stroke necessary for this action could not be obtained, as the circuit was closed too quickly to allow the core to fall. The breaker in this case was useless to us. By a suitable arrangement of a second relay which cut out the solenoid of the breaker independently of the line relay, the difficulty was overcome, and a discarded magnetic contact proved to be the desired attachment. This outfit is now in successful operation. Any disturbance throws the circuit breaker, which automatically returns slowly, closing the circuit. This device ensures absolute protection, together with a continuous operation.

Respectfully submitted,

H. Paville

Staff Engineer.

Mr Edison

I find the attached in
my Records of Inventions
Book.

I have detached the
leaves, as captioned, from the
note book.

You will note we discussed
this matter in June 1901.

When I learned Hargrove
was off work on this day,
in Feb or March 1902, &
deserted, as I fear he
was doing some of it then,
& was entitled to be let
alone. I don't like to
bust in on another man's
private life.

Truly,
Hutch.

2/21/11

Be sure give
Moore & also
Inglan with my notes
regarding Varnish
or plate printing
Mr. Edison: You will see from this

report that the percentage of
good plates flowed is low, but
better than yesterday.

Moore says that he is
discarding very closely, but, of
course, part of the loss is due
to the slump in the varnish.
He says it is similar to the
varnish trouble, in some respects,
to that we had a few months
ago.

He is sure that viscosity
has had a great deal to do with
it, but now thinks there is also
something else. He thinks there
may be some difference in the
materials, and he is investigating

every detail all along the line. He is spending a great deal of his time on this and has got Dacey on the job, watching closely and checking up everything. They are starting on a new lot of Penta today, and are making up two lots of varnish, one in the day time and the other at night.

It will be Monday before either of these two lots can be reported upon. You will get this letter on that day, and possibly I might telegraph you if there are any very special results, as I presume you will desire to know in such a case.

Now as to your memo. in regard to reprints showing on

reports, I have asked Moore, and he says the reprints are included in the figures, but they sometimes reprint the same records 5 or 6 times - The percentage of good reprints is low since this land varnish matter has turned up.

I am not satisfied with the way the figures are reported, and I am going to try to work out a plan to make these reports more satisfactory. However, I don't want to bother Moore while he has this varnish matter on hand, but will do it as soon as possible.

It was reported in New York today that you were sick. The Evening Mail called me up

4

and I said I didn't think
there was the slightest truth
in the report or I would have
heard it.

I sent you the Telegram
about the Electrical World to "tip
you off" in case you did not
want to say anything about
George Woolinghouse.

W^m Helleaowacofly

March 13/14

HAMBURG
JOHN F. STEINWAY & SONS
BERLIN
KÖNIGSTRASSE 20-24
LONDON
STEINWAY HALL
15 & 17 LOWER REYNOLDS STREET
CINCINNATI, OHIO
115 FOURTH AVE. WEST

Steinway & Sons
STEINWAY & SONS
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STEINWAY HALL
107-109 EAST 14TH STREET
NEW YORK

MANUFACTURERS
BY SPECIAL APPOINTMENT
TO ALL THE PRINCIPAL COURTS
OF EUROPE.
FACTORIES:
STEINWAY, L.I.
GREATER NEW YORK.
AND
SCHNITZERSTRASSE 20-24.
HAMBURG.

Send it & have repaired he need not do anything to Case dont care for Locks
Mr. Thomas A. Edison,
The Laboratory,
Orange, N. J.

Attention Mr. Wm. H. Meadowcroft.

Dear Sir,

Have the loaned A 23
one there to take its place
We beg to advise you that from the examination made by us of your ebonized grand piano #66793 style B at our factory, we find that the following repairs will be necessary to restore and put the piano in a thorough and satisfactory condition viz: New strings, pins, new hammers and rebushing of keys, plate to be rebronzed, action to be repaired, rebushed, tone and action regulated, hardware to be renickelplated, etc.

The expense of these repairs will be about \$200, cartages \$15 each way extra, we making no charge for the piano loaned in the interim nor the cartage of same.

These repairs will take about six to eight weeks to complete and above repairs do not include anything to be done to case or exterior of piano.

We await your kind reply before proceeding with repairs, and are, Dear Sir,

Yours very truly,

STEINWAY & SONS,

per Wm. H. Meadowcroft

JHH/HK

*Mr. Edison
Please instruct
me about above
Meadowcroft
3/23/14*

(WEAPONRY)

WESTERN UNION DAY LETTER

Form 2559

THEO. N. VAIL, PRESIDENT

RECEIVED AT 238 Main St., Tel. 4361-4362
Orange, N. J. Always open
40 NY GC 10

~~ADAYMESSAGE~~

FORT MYERS FLO MCH 23 1914

M R HUTCHINSON,

CARE D EDISON LAB

ORANGE NJ

WILL GUARANTEE GUN FIRING SET TWELVE YEARS UDER CONDITIONS
NAMED. EDISON. 1223PM

Put in 1148

Apr. 1, 1914.

Steinway & Sons,
109 East 14th St.,
New York City, N. Y.

Gentlemen:-

Referring to your favor of the 21st ultimo to Mr. Edison
in regard to our obolized grand piano #66793, style E, now at your factory,
I beg to say that your letter was sent down to Mr. Edison for his instructions.

He has sent me a memorandum to request you to go ahead and
make the repairs you mention, except that you need not do anything to the case,
as he does not care anything about the appearance of the instrument.

Yours very truly,

Assistant to Mr. Edison.

Steinway

STEINWAY & SONS
PIANO MAKERS
STEINWAY HALL
107-109 EAST 14TH STREET
NEW YORK

HAMBURG
JUNGENSTRASSE 24.
BERLIN,
KONIGSPOTSDAMERSTRASSE 6
LONDON,
STEINWAY HALL,
25 & 27 LOWER REYNOLDS STREET,
CINCINNATI, OHIO,
118 FOURTH AVE., WEST

MANUFACTURERS
BY SPECIAL APPOINTMENT
TO ALL THE PRINCIPAL COURTS
OF EUROPE.
FACTORIES:
STEINWAY, L.L.,
GREATER NEW YORK,
— AND —
SCHNIEDERSTRASSE 20/24,
HAMBURG.

April 2, 1914.

Mr. Wm. H. Mendowcroft,
care of Mr. Thos. A. Edison,
Orange, N. J.

Dear Sir,

Your favor of the 1st inst. is duly received, and beg to inform
that you we have given repairs to Mr. Edison's grand in hand as per our
estimate. We take note that he desires nothing done to the case.

Yours very truly,

STEINWAY & SONS,

per *W. H. Mendowcroft*

JHH/10K

LABORATORY LIST

June 17, 1914

✓ C. W. Luhr,	54 So. Valley Road,	West Orange,	- Married.
✓ P. Brady,	23 Mead St.,	West Orange,	- Married.
✓ A. M. Piernan,	Hotel Essex,	Long Beach, L.I.,	- Married.
✓ C. F. Dally,	159 Valley Road,	West Orange,	- Married.
✓ G. A. Meister,	63 Riggs Place,	West Orange,	- Married.
✓ L. F. Ott,	34 Ridgewood Ave.,	Glenridge, N.J.,	- Married.
✓ C. Haas,	25 Frederick Terrace,	Irvington, N.J.,	- Married.
✓ R. Christenson,	281 Watchung Ave.,	West Orange,	- Married.
✓ R. Budd,	29 West End Ave.,	Newark,	- Married.
✓ O. Jacob,	77 Watchung Ave.,	West Orange,	- Single.
✓ F. Clancy,	116 So. 9th St.,	Newark,	- Married.
✓ R. Patseutich,	79 Watson Ave.,	West Orange,	- Married.
✓ Miss B. Dunwoody,	348 So. 11th St.,	Newark,	-
✓ O. Bing,	310 E. 13th St.,	New York,	- Single.
✓ C. B. Hayes,	497 Valley Road,	West Orange,	- Married.
✓ J. Flanagan,	58 So. 14th St.,	Newark,	- Married.
✓ L. Luder,	21 Northfield Rd.,	West Orange,	- Married.
✓ Z. F. Halpin,	2 Carnegie Ave.,	East Orange,	- Married.
✓ N. H. Holland,	21 Mt. Pleasant Ave.,	West Orange,	- Married.
✓ J. T. Chealer,	361 Glenwood Ave.,	East Orange,	- Married.
✓ R. H. Simpson,	39 Ilwellyn Ave.,	West Orange,	- Married.
✓ J. A. Brophy,	114 Midland Ave.,	Montclair,	- Married.
✓ A. M. Kennedy,	Valley Road Near Park Ave.,	West Orange,	- Married.
✓ C. W. Norton,	95 Valley Road,	West Orange,	- Single.
✓ C. W. Tuthill,	45 Park Ave.,	West Orange,	- Single.
✓ C. F. Spahn,	129 Chestnut St.,	West Orange,	- Married.
✓ S. Moore,	120 High St.,	West Orange,	- Married.
✓ H. Edlhouse,	121 Watchung Ave.,	West Orange,	- Married.
✓ W. A. Bonn,	136 No. Walnut St.,	East Orange,	- Single.
✓ W. W. Dinwiddie,	Gastor St.,	West Orange,	- Married.
✓ S. G. Warner,	35 Mt. Vernon Ave.,	Orange,	- Single.
✓ L. E. Briggs,	29 So. Walnut St.,	East Orange,	- Single.
✓ H. W. Jones,	11 Gastor St.,	West Orange,	- Single.
✓ G. A. House,	11 Gastor St.,	West Orange,	- Married.
✓ A. B. Messerlin,	26 Columbia St.,	West Orange,	- Single.
✓ J. P. Fralic,	119 North Park St.,	East Orange,	-
✓ C. D. Reis,	Union St.,	Saybrook, N.J.,	- Married.
✓ J. W. Haller,	154 Stewart Ave.,	Arlington, N.J.,	- Single.
✓ E. D. Smith,	59 Pillot Pl.,	East Orange,	- Married.
✓ W. O. Lyman,	154 Claremont Ave.,	Verona, N.J.,	- Married.
✓ H. Allison,	175 Valley Road,	West Orange,	- Single.
✓ R. Saville,	148 Eagle Rock Ave.,	West Orange,	- Married.
✓ D. J. Yarmarlie,	119 Park St.,	East Orange,	- Married.
✓ Geo. Warner,	93 Main St.,	Elks Home,	- Married.

EDISON LABORATORY FIRE DEPARTMENT

++++++

The Volunteer Organization, formerly known by the name

Edison Laboratory Fire Company, is hereby disbanded.

A new Department is hereby substituted, and is organized
as follows:

CHIEF Charles W. Luhr
ASSISTANT CHIEF..... A. M. Kennedy
FOREMAN Fred Ott
ASSISTANT FOREMAN.....
ELECTRICIAN..... Wm. Alquist
SPRINKLERS AND GAS..... J. Francis

++++++

HYDRANTS:

1st Floor and Front Yard....H. Barnes
2nd Floor.....C. Harper
3rd Floor.....Jos. Ziemba

NOZZLE MEN:

1st Floor and Yard Lead.....(D. Warden
 (R. Jackson
2nd Floor.....(C. Hampson
 (Geo. Ott
3rd Floor.....(J. Whelan
 (F. Klontz

HOSE CART:.....J. Whelan
 F. Klontz
 D. Warden
 C. Hampson
 R. Jackson

LADDER MEN:.....J. Burns
 H. Meilner
 H. Coppel
 E. Kolver

TO LOCATE AND WARN MR. EDISON:

1st Floor.....)
2nd Floor.....)Dr. G. A. House
3rd Floor.....Z. P. Halpin
NightT. Conroy

GATE

Day.....(P. Brady
Night.....(J. Fralich

SALVAGE CORPS:

Library records and Mr. Edison's Note Books.....(Charles Dally
(J. Constable

MR. MILLER'S OFFICE RECORDS & FIRE EXTINGUISHERS, 3rd FLOOR.....(George Meister
(Chas. Haas

MR. HUTCHISON'S OFFICE " " " " 2nd ".....(A. B. Mesrelin
(C. W. Norton

DRAWING ROOM RECORDS " " " " 2nd ".....(R. H. Simpson
(C. Ries

CHEMICAL LAB. NOTES AND VALUABLE CHEMICALS.....(Louis Ott
(C. P. Christensen

MASTER RECORDS AND MUSIC, THIRD FLOOR.....(C. B. Hayes
(W. W. Dinwiddie

AUTOMOBILES.....(A. Mueller
(Arthur Johnson

PHOTO CAMERA & SUPPLIES.....L. Läder

KINETOPHONE & RECORDING MACHINES.....Geo. Werner

1. All must be members who reside within a reasonable distance of the Laboratory, and who must come to the Laboratory immediately at sound of Box 23.
2. There will be at least one fire drill per month.
3. The alarm system must be tested by the Electrician weekly, during noon hour or after hours.
4. Every three months, the hose must be inspected, tested and tagged, showing date of inspection, by Francois.
5. Any employee of the Laboratory, discovering a fire, should break the glass on the nearest fire box.
6. FIRE SIGNALS.
 - 1 tap at long intervals—testing

FIRE SIGNALS (Con.)

- 1 tap three times—1st Floor, Machine Shop
- 2 taps three times—2nd Floor, Machine Shop
- 3 taps three times—3rd Floor, Machine Shop
- 4 taps three times—Library and Out-Buildings.

Suppose a fire occurs, say, on the third floor:

1. Man discovering same breaks glass on nearest box.
2. Breaking of the glass causes bell to ring three taps, then pause, another three taps, etc.
3. J. Ziemia, on hearing this, runs to third floor hydrant, helps J. Whelan uncoil hose and stands by valve prepared to turn on water at signal from Chief, Assistant Chief, Foreman or Assistant Foreman, whoever is in charge, the man of highest rank being in charge. Ziemia remains by hydrant to cut off water on signal.
4. Simultaneously, Halpin, on third floor, and Dr. House on first and second floor, hunt for Mr. Edison, each on his respective floor. The man who finds him warns him and stays by him until he is out of the building.
5. Meanwhile, the ladder men will have erected ladder to third floor, and hose men will have run a lead of hose to third floor, via the ladder, the hydrant man standing by for orders to turn on water, and to turn it off again on order from commanding officer.
6. J. Francis, on sounding of bell, stands by his gas valve, prepared to shut off the gas from building. Also stands by sprinkler valve to turn off water on orders from commanding officer.
7. All Salvage Corps men will repair at once to their respective posts and at their discretion until in receipt of orders, remove their charges to a safe distance from the building, but within the fence.
8. If found advisable, the commanding officer will pull or order pulled the West Orange Fire Box.

9. When the West Orange Fire Department arrives, the West Orange Chief takes charge and our men stand by their posts under orders from him.
10. If the fire should occur at night, the glass must be broken and if the blaze cannot be handled by the night force, Fralich pulls Box 23 and Conroy hunts for Mr. Edison, if in the Laboratory. Fralich then opens and stands by the front gate.
11. When fire drill is over, roll call and putting away of all apparatus is in order.
12. Any hose that has been wet must be strung up on the derrick on northeast corner of Laboratory roof, for drying. Always put a reserve hose in place of that removed.

Whenever an alarm is sounded, whether in case of fire or practice drill all employees should immediately leave building in an orderly manner. Those from 3rd and 2nd floor should march down the rear stairway to the first floor and thence down the yard past the Phono. Works Office and out of the side gate to the street, with first floor men.

The yard in the Laboratory, above the main Machine Shop door must be kept clear so as not to hamper our firemen in the performance of their duties.

To see that the above is carried out properly and that every employee has left his respective floor the following are appointed:

- 1st Floor.....F. Glaney
- 2nd Floor.....A. Weinert
- 3rd Floor.....O. Jacobi

10/14/14

M. Fralich
CHIEF ENGINEER.

Mr. Meadowcroft.

Re. Mr. Edison's questions:

- 1). 2 steam-heated pots for Benzylsulphoniacid are lead lined and now in course of being connected to pipe-lines.
- 2). First shipment of lead pipe for evaporating tanks arrived this morning.

I will be in the Laboratory to night at 8 o'clock in order to report to Mr. Edison.

A. Hammerhoff.

11-18-1914.

Mr. Meadowcroft.

Re. Mr. Edison's questions:

- i). 2 steam-heated pots for Benzolsulphonamic acid are lead lined and now in course of being connected to pipe-lines.
- 2). First shipment of lead pipe for evaporating tanks arrived this morning.

I will be in the Laboratory to night at 8 o'clock in order to report to Mr. Edison.

ii-18-1914.

N. Hammelhoff.

November 18, 1914.

Mr. Edison:-

Please advise me as to who is in charge of the job on which George Werner is working in making cylinder records from the disc. He and the man who came over from London have been transferred, I understand, from the Laboratory to Thomas A. Edison, Inc. payroll, and are working in the Kinetophone studio, as it is quiet.

If the job is a Laboratory job, I will put it on my list to follow up and check up. Just what are your wishes in the matter?

You will remember that Kennedy was in charge of this job while it was up in Fierman's room, but he does not know as to whether or not he is supposed to continue on it.

HUTCH.

Mr. Edison

Kammerhoff says he will send up 700 lbs distilled phenol this afternoon.

As to apparatus necessary for 2000 lbs daily: he has all the tanks, and is putting them up.

He has 1 large firing pot in service. The second one is being erected.

One pot for distilling is in operation. The second pot is being made at Lab. & promised for Monday.

He is preparing full answer to your 9 questions & hopes to let you have same this afternoon.

11/24/14

Meadowcroft

THE - ONE

December 8, 1914.

Mr. Wilson:

Mr. Charles Edison handed me the following memorandum as a suggestion as to method of procedure regarding the phonograph engineer and his duties. Would you please read it and let me have such expressions as you and Mr. Leeming wish to suggest?

"Phonograph Engineer: Mr. Constable.

"The phonograph engineer's direct superior is Mr. Hutchison, Chief Engineer.

"The phonograph engineer has charge of development work on all types of phonograph mechanisms.

"To him shall be referred all suggestions for improvements or changes in phono mechanisms.

"He shall be furnished with copies of all complaints regarding mechanisms originating either within the shops or in the trade.

"Through the Sales Dept. he must keep informed as to the public demand for new types.

"He is to be the custodian of all drawings and specifications relating to phono mechanisms, the said drawings to be kept in files in the Laboratory, and he is to be responsible for the condition of these files.

"Only such drawings as are actively used in the shops shall be given out by him to parties entitled to same.

"All superseded drawings and specifications are to be returned to him and filed immediately on delivery of new drawings.

"The phono engineer shall supervise all work from start to finish that relates to introducing changes in the line, including the making of models, working drawings, specifications, automatic machine design, tool design, etc. i.e., all work preliminary to

straight manufacturing operations.

" He shall be indirectly responsible for the maintenance of shop standards in phono manufacture, and for ^{transgressions} transgressions of limits, in that he shall, from time to time, conduct "surprise tests which would show up deviations from the same.

" The results of these tests are to be put in writing, copies of which are to be sent to Mr. Leeming and Mr. Hutchison.

" He shall collect and keep for ready reference all models of phono mechanisms that are made, and keep records as to why they were discarded or not introduced.

" He is to furnish weekly reports to Mr. Edison and Mr. Hutchison on the status of all work under his supervision."

The above is not a final memorandum, but simply ideas which have come to Mr. Chas. Edison in an effort to get the matter under way. It is not intended to radically upset the organization other than clearly define the duties and responsibilities of the phonograph engineer, and is subject to detailed instructions to him as to how and through whom he is to proceed

It removed the drafting department from the Works to the Laboratory, where Mr. Edison Sr. wishes it to be, as I understand it.

The assistance of the operating tool and other experts in deciding upon processes of manufacture etc. is, of course, expected and desired, and a definite, orderly method of bringing this about must be devised to prevent confusion and upsetting necessary organization.

Before acting in this matter, it is my desire that a conference be called between Messrs Wilson, Leeming, Nicolai, Charles Edison, Luhr and Hutchison, for the purpose of clearly defining

and systematizing the entire matter so as to bring about the desire of Mr. Thos.A.Edison with a minimum of confusion.

When we have worked out the telephone engineer's duties and status, we can then apply the same routine to the kinstoscope engineer, dictating machine engineer, and whatever additional subdivisions and assignments may be deemed advisable.

M. R. Hutchison.

[ATTACHMENT/ENCLOSURE]

Mr Edison

Mr. Charles Edison

I have sent the
attached memo to

Mr. Wilson.

Please note and
return this copy to

me

most

U P
Dec. 31, 1914.

Messrs. Bachman: Charles Edison: Hutchison: Leeming: Inhr:
Mambert: Nicolai: Waterman: Wilson:

Owing to the concentration of the Draughting Department immediately after the fire, it is advisable to have a co-operative understanding of the Draughting Department organization.


All requests for Draughting Service should be addressed to Mr. R. H. Simpson, Chief Draughtsman, who will personally distribute all work.

Conversely, all draughting and listing work, whether on buildings, equipment, experimental work or commercial work, ^{is} ~~are~~ under the supervision of the Chief Draughtsman.

T. A. Edison.
OK [signature]

Hulch -

Don't wait till some day
to trust ~~people~~ people to properly
use brains - Start Today -



Leopold

D
1914

Wo
Lab
Fire

Moore + Nehr

Decide together what
part of 3rd floor
you want, Don't
want partitions if
They can be dispensed
with. =

Edison

769
Mr. Edison

Dear Sir, Please find attached
the results on the iron made by the
fusion process, you will note that I have
no number for the first sample which you
gave to Mr. Brewster but it was made
the same as No. 111. I have duplicate
copy of the results.

I am making 500 Picconis and Rozin.
Studies the new way. also 30 lbs filler
for the titles on Disc Records. also eight
Kilos. Caramel Dope for Mr. Pinardie.
also making a test for Mr. Hutchinson
on a moisture absorber for use in the
Film cans in which negatives taken
abroad may be sent over for development.
This test I made according to a formula
given to Mr. Hutchinson by Mr. Ogilworth
and is as follows.

but strips of blotting paper 1" wide by
12" long soaked in a nearly saturated
solution of calcium chloride and dry
in the oven at 250°F.

after these were done I gave them to
Mr. Hutchinson but kept one which I
placed in a bell jar together with a
wet piece of wood and some silver nitrate
on a watch glass. in order to see if it
absorbing moisture any chlorides or bromine
would be evolved. In 24 hours the
silver nitrate solution has shown no trace
of turbidity.

Yours Respectfully
Frederick A. Ott

[ATTACHMENT/ENCLOSURE]

Snow made by fusion process 1st sample No number
 SB Number Run m.d. Hrs To $\frac{5}{10}$ V

14431	1	295		
	2	200		
	3	220		
	4	125		
	5	150		
	6	150		
	7	260		
	8	280	420	
14431	9	480	560	
	10	450	535	
	11	445	540	
	12	420	520	
	13	320	420	75°F

[ATTACHMENT/ENCLOSURE]

2nd Sample by fusion process mailed 2-6-111.

Number	Prod	M.A. Hrs.	to 5/10 V	Number	Prod	M.A. Hrs.	to 5/10 V
14501	1	750		14502	7	750	
	2	280				280	
	3	340				340	
	4	150				150	by 20 do- charge

LABORATORY

Z. Halpin	25 Cambridge St., R.O.	
T. D. Smith	59 Pilot Pl., W.O.	
C. W. Norton	11 Gaston St., W.O.	
J. W. Haller	154 Stewart Ave., Arlington	Tel. 187 R. Arlington
J. B. Rooford	130 Jerome Pl., Bloomfield	
F. G. Link	747 So. 15th St., Newark	
Seaton M. Scott	55 Hawthorne St., Brooklyn	Tel. 3586-R Flatbush
E. Harter	129 Park Ave., Orange	
O. E. Lisbog	11. Gaston St., W. O.	
S. L. Caum	Deer Head Inn, Orange	
C. D. Rice	Union Ave., Saybrook, N. J.	
A. Disque (Boy)	18 Park Drive, W. O.	
G. L. Ott	2 Cost Pl., W. O.	
M. Dickerson	Abbingdon Ave. & 18th St., Bloomfield	
A. O. Lamson	73 Cortlandt St., N. Y. C.	
T. Wolf	537 Bergen St., Newark	
R. S. Simpson	25 Gaston St., W. O.	Tel. 2723 J. Orange

PHONE WORKS

H. Fisher	566 Warren St., Newark
H. A. Beebe	11 Edison Terrace, W. O.
H. A. Curtiss	8 McKinley Ave., W. O.
W. Olson	151 Valley Rd., W. O.
C. F. Thumm	31 Spruce St., W. O.
J. Caballero	68 Hayward St., Orange
P. V. Skillman	So. Blvd. Chatham, N. J.
S. R. Dummer	122 Watson Ave., Newark
M. Gay	184 Smith St., Newark
F. J. Hassoy	123 Schoerer Ave., Newark
J. Gutsladt	15 Boyd St., Newark
S. Hughes	26 Meade St., Orange
F. Schubel	76 Clinton St., Bloomfield
F. Chamberlain	174 Sanford St., E. O.
F. Lewis	21 Ashland Terrace, W. O.
Miss F. Schlachter	16 William St., Orange
Miss M. Roche	360 Valley Road, W. O.
Miss M. Marsh	33 Liberty St., W. O.

703

MINUTES OF THE FOURTH MEETING
OF ENGINEERING DEPT. COMMITTEE
HELD AT THE OFFICE OF THE CHIEF ENGINEER.
July 23, 1914. 2:45 P. M.

Present - Messrs. Nicolai, Luhr, Warner, Simpson, Curtiss,
Halpin, Chesler, Farrell.

Absent - Messrs. Hutchinson, Leeming (Who is away on business
trip) and L. W. McChesney.

HOME P.K. BOTTOM TAKE-UP

Mr. Nicolai states that he has tried out two other schemes;
One of which is placing three balls in the take-up reel, backed
up by springs, and one in which he is putting a metal spring
behind the present type of roller. Finds that the system of using
three balls was the best of all experiments tried out. But he believes
the expense of outting these three slots will practically preclude
the adoption of this. The roller effect backed by a steel spring
worked second best, and is now in test in the Plant. In view of
the fact that the Home P.K. business has been partly abandoned, it
is questionable whether it would be advisable to make this change,
which is a matter for the Engineering Department to decide.

FEASTER FILM AUTOMATIC RE-WINDING DEVICE.

this is still in operation in the film plant, and is working
satisfactorily, as Mr. Nicolai reports. There were no criticisms
made on same.

FIFTEEN-INCH REELS FOR HOLDING TWO THOUSAND FEET OF FILM.

Curtiss will furnish drawings of the new model which has been made
up, and Mr. Nicolai will have Sharlow Brothers make up one-half
dozen for approval by the committee.

FILM DRYING MACHINE.

Mr. Luhr reports that the castings have been machined, and the
work on this will be completed early next week.

NEW PHONOGRAPH MOTOR FOR PROPOSED A-100 DISC PHONOGRAPH, ETC.

The changes on the new A-100 Model are well under way, and the
machine will be submitted for approval at next week's meeting.

A-80 FEED SCREW.

Mr. Nicolai reports that he has not received engineering notice
yet, but in view of the approval of the committee that this some

thread be adopted, at last week's meeting, same was put into production. Mr. Simpson states that engineering notice is on the way down to the Works. Mr. Nicolai states that a very great improvement has been made on the new machine with rack and screw.

Mr. Nicolai reports that some dissatisfaction has been experienced as to the lowering and lifting knob of 60 and 80 types disc. He says he is making a model which will embody the use of the same principle now used in the larger type of discs, in other words, using a wooden handle with cam. The handle necessarily will have to, in this type of motor, stand pointing down towards the bottom of cabinet, and in lifting the horn, same will stand horizontal in same plane as the speaker. This becomes necessary, due to the limited head room of the cabinet cover. We believe that this method of raising and lowering the horn will be much easier. Model of this arrangement will be submitted at a subsequent meeting.

REGULATION OF A-150 and A-250 DISC PHONOGRAPH.

Mr. Halpin reports that he mixed oil with dust, and after running the machine for some time, states that regulation was good in both machines.

TAKE-UP CHAIN.

Mr. Farrell reports that a form letter, requesting opinions from the trade as to which drive they would prefer (belt or chain) was sent out, and the replies, after being tabulated, indicate that 48 prefer belt drive, 16 prefer the chain drive and 14 are non-committal. Mr. Nicolai suggests that the 14 who are non-committal be added to the 48 who desire belt drive, making a total of 62 who desire this kind of drive. Mr. Luhr suggested that the belt drive machine in Mr. Halpin's Department be tried out for a longer period of time. Mr. Nicolai suggested that we change the pulley from concave to a V groove pulley on the machine which Mr. Halpin now has on test in his department. Mr. Luhr will see that this is done, and report will be submitted at next meeting.

HINGED TOP LAMP HOUSE.

It was decided that before the hinged top lamp house is submitted to the underwriters, further tests be made regarding suitable material for ~~lamps~~ ^{lamps} as mica is too expensive, Micamite will not hold together and some question is raised as to whether Transite will stand up under the heat. This test will also aid us in selecting the proper material for the 1915 Super-Kinetoscope. Mr. Farrell

reports that 70 of these lamp houses are in stock, and 125 on purchase order.

UNIVERSAL TOOL FOR KINETOSCOPE:

Two models of this universal tool were submitted by Mr. Simpson one model was eliminated and the following suggestions were made by the Committee on the other: That round end of the present model be improved by adding three S wrench openings for 1/8", 3/16" and 1/4" Hexagon nuts; that the single screw driver end be improved by changing same to Y form, embodying alligator wrench in the Y and two sets of screw drivers at each end; that same be stamped "Compliments of THOMAS A. EDISON, INCORPORATED, ORANGE, NEW JERSEY." Mr. Luhr will have another model made, embodying these suggestions.

ADJUSTABLE ARC LAMP FOR MODEL D.

Change recommended in suggestion coming through, to change the angle of the present carbon holders, will eliminate some of the reasons for asking for an adjustable carbon holder, as the change to adjustable holder would mean redesigning the complete apparatus. It is the consensus of opinion of the Committee that the change of angle is all that should be done.

EIGHT-UNIT, TWO-WAVE, THIRTY-VOLT, TEN-AMPERE, RECTIFIER FOR WESTERN ELECTRIC COMPANY.

Mr. Chesler reports that he is operating the rectifiers at the 15 ampere rate, and they seem to stand up under this load, but that after running 275 hours continuously, the current becomes very unsteady, and he had to shut down. Then readjusted all units, closing up gaps that were worn and put back on ten ampere rate. We will now see how long it can be run.

The 42 units are coming through the machine shop, and will probably be assembled by the next meeting.

ACETYLENE GENERATORS.

Mr. Farrell suggests to the Purchasing Department that they canvass the export houses in New York City with a form letter, stating that these generators are for sale, etc.

BERNSTEIN LAMP AND BALLASTS FOR HOME KINETOSCOPE.

Same conditions as last week.

NEW TRANSFORMER FOR HOME KINETOSCOPE

Same as last week.

TRAIL ON FILM GATE TO PREVENT SIDE MOTION OF FILM.

Mr. Halpin reports that tests have been held up on this device, due to rush of other work. Two more models are being made up, and will be finished in a day or so. He will then put same on test, and report at next meeting.

WELDING MACHINE FOR FILM

Mr. Chesler reports that he can get prese, and this machine will be finished by next meeting.

FILM RE-WINDING DEVICE BY TUTHILL.

Mr. Brophy was called in at this point, and he reports that he sent sketch on this device down to Mr. Edison, for final answer, but same has not yet been received from Mr. Edison.

HOME KINETOSCOPE

Same as last week.

Mr. Nicolai states that a memorandum sent out by Mr. Wilson today would seem to indicate that the Home P.K. Department will finally be merged with the Kinetoscope Department, the services of a number of employees in both the manufacturing and sales end of this Department being dispensed with. This will indicate that the sale of H. P. K. does not warrant any great expense being incurred for new models.

CHEAP TITLES FOR PROFESSIONAL KINETOSCOPE FILM.

Same as last week.

MOTOR DRIVE ATTACHMENT FOR MODEL D.

Halpin reports that this is same as last week. Tests have been held up due to pressure of other work.

A. C. Motor FOR SUPER-KINETOSCOPE.

Mr. Nicolai reports that drawings have been received from Mr. Langley, and order has been issued to the Tool Room to make a single notching die, to produce models for test before going ahead with expensive dies for punching out both stator and rotor.

LENS TUBES FOR PROFESSIONAL KINETOSCOPES.

Mr. Nicolai has taken the matter up with the Purchasing Department but has received no answer yet.

RACK CASE FOR PROFESSIONAL P. K.

O. K. Has been covered by suggestion to make this change. Engineering notice on same has been issued.

PICTURE GAUGE ASSEMBLED MODEL D. P. K.

This has been covered by suggestion which has been passed today

Mr. Nicolai suggests that we try out a capillary oil feed device which would eliminate our depending on customers to oil their phonographs, except periodically and then only to refill the main reservoir. It is suggested that a rough model be made, and not necessarily attached to a phonograph, but just of a small can or reservoir with tubes leading vertically ending in a goose neck, and that same be tried out as to the quantity of oil these tubes would feed to each point and which would also determine the size of these tubes and the size of the wicks necessary to obtain the desired effect.

There being no further business, the meeting was adjourned at 3:40 P.M.

CHIEF ENGINEER.

Copies to Messrs. Edison and Wilson

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MINUTES OF THE EIGHTH MEETING
OF THE ENGINEERING DEPARTMENT COMMITTEES HELD
AT THE OFFICE OF THE CHIEF ENGINEER
August 12, 1914 at 2.30 P.M.

Present - Messrs. Nicolai, Lehr, Simpson, Mulpin, Warner,
Curtiss and Chesler.

Absent - Messrs. Hutchison, McChesney and Farrell.

-o-o-o-o-o-o-o-o-o-o-

MR. MODEL M.P.M.

Mr. Lehr reports that this does not look satisfactory, and it is a question as to whether or not it will be. However, work will go on the same and report handed in at next meeting.

FEATHER FILM AUTOMATIC RE-WINDING DEVICE.

Mr. Curtiss reports that nothing has been done on this machine, as far as the development of same for the 1915 Super-Kinestoscope is concerned, due to the rush of work for Mr. Edison. He states however, that this will be gone after at the very first opportunity.

FIFTEEN-INCH REELS FOR HOLDING TWO THOUSAND FEET OF FILM.

Mr. Nicolai states that a representative of Sharlow Brothers called on him recently, and raised some question as regards the assembly of these reels. Mr. Nicolai straightened him out on the point in question, and states they will now be completed within a week or so.

FILM DRYING MACHINE.

Mr. Warner reports that the machine has been set up, and has been run experimentally for two days. The film showed some sprocket picks, and he was working to eliminate this trouble. The last batch of film put through shows hardly any of this trouble, and he expects that by tomorrow it will be entirely eliminated, when the man in charge of this work at the Film Plant will be instructed in the operation of the machine, and same will be turned over to him for commercial use. Outside of these occasional sprocket picks, which are not serious, no trouble has developed.

MODEL OF PROPOSED A-100 DISC PHOTOGRAPH.

This is still in Mr. Leeming's office, awaiting Mr. Edison's inspection and approval.

REGULATION OF A-150 and A-250 DISC PHONOGRAPHS.

Mr. Halpin reports as follows:

"As this test has shown no apparent difference in regulation between the machine fitted with new style governor disc sleeve and that with old style sleeve, it is recommended that the test be discontinued."

In view of the above, the Committee decided it would be best for Mr. Halpin to bring the matter to Mr. Edison's attention, for his approval in discontinuing the tests.

TAKE UP BENT DRIVE:

Mr. Halpin reports that no further tests have been made on this, owing to the fact that the trouble with large magazines has not been looked into.

HINGED TOP LAMP HOUSE.

Mr. Halpin reports as follows:

"After running 88 hours, Transite showed no deterioration. Test was discontinued as lamp house was needed for other work.

"On the 1915 Model, Transite has been substituted for Micronite, and has been run 23 hours to date - average current about 70 amperes."

Mr. Nicolai suggested that this be run for 72 hours more, and then if it still shows up O.K., suggestion for improvement should be put through covering the adoption of same.

He also suggested that the Micronite be put through the same test, thus making a comparative test on the two materials.

UNIVERSAL TOOL FOR KINETOSCOPE.

As Mr. McChesney was absent, no report could be obtained, as to how the operators seem to take to the new tool.

EIGHT-UNIT, TWO-FAVE, THIRTY-VOLT, TEN-AMPERE, RECTIFIER FOR WESTERN ELECTRIC COMPANY

Mr. Chealer reported that this rectifier was run for 300 hours, but was shut down in order to make tests on another rectifier which Mr. Durand desired tested out. The test of this new type of rectifier will only last a short time, and he will start test again as soon as it has been taken away.

He further reports that the 42 units are being assembled.

ACETYLENE GENERATORS.

Mr. Halpin reports that as far as he knows, nothing has been done in the matter as yet. He states, however, that a man somewhere up in Maine requested a sample, but Mr. Halpin had some difficulty in obtaining said sample. States it is very difficult to get a real good sample, but he will keep on trying until he does find one.

KERNST LAMPS AND EXHAUSTS FOR HOME KINETOSCOPE.

Same as last week.

NEW TRANSFORMERS FOR HOME KINETOSCOPE.

Nothing has been heard from the Cutler-Hammer people as yet, and after discussion, it was decided by the Committee that Mr. Chesler better get in touch with Mr. Gats of the Cutler-Hammer Company at his very earliest opportunity, and advise upon him the necessity of having these twenty-five units by the 15th of October. Mr. Chesler will accordingly arrange, and report at next meeting.

LENSES FOR SUPER-KINETOSCOPE.

Mr. Warner states that he has received five lenses from the Gundlach people, five from the Crown Optical Company are in transit, consigned to us, and a set has been obtained from the Works. All these lenses from the different people above enumerated will be placed on test as soon as they have been received by us, and Mr. Warner states that the test should not consume more than a day or two at the most, at which time a report will be handed in by him.

Mr. Warner will also go into the matter of having flanges put on the lenses, to enable the operator to know just what side goes into the lamp house, as discussed at last week's meeting.

EXHAUSTED EQUIPMENT FOR SUPER-KINETOSCOPE.

This is being taken care of by Mr. Langley.

TRAIL ON FILM GATE TO PREVENT SLIDE MOTION OF FILM.

Mr. Nicolai received a report from Mr. Davis of the Film Inspection Department, dated August 11th, as follows:

"The film gate with extension on tension springs is holding up in good shape regarding wear, as it has been going constantly for about four weeks.

There has been no noticeable improvement in pictures due to this device, although it might be good where old films

with torn perforation are projected, as in a small theatre."

Mr. Halpin also reported that he has run a 1000 ft. reel 377 times, and one extended runner shows wear, but the film is in good condition.

In view of the report of Mr. Davis to the effect that there is no improvement in the pictures, it was decided by the Committee to drop this matter.

WELDING MACHINE FOR FILM.

Mr. Chesler reports that this machine has been turned over to Mr. Warner in connection with the film drying machine. Mr. Warner states that this has been set up and wired, in connection with the drying machine. A few experimental joints have been made in some films, using this machine, but Mr. Warner claims the temperature is a little too high, but goes on further to state that it has not been properly tried out, as yet. He will report on the success attending his efforts in this connection at the next meeting, together with report on the operation of the film drying machine.

CHEAP TITLES FOR PROFESSIONAL KINETO-JOKE.

The following report from Mr. Kennedy, dated August 6th, was read:

Made one take of person writing title in usual trade mark rectangle, with monogram corners on blackboard, which seemed to be successful. I would like to call to the Committee's attention the fact that a good grade of slate blackboard will answer this purpose admirably.

"No particular difficulty was experienced with this, and I think, from an experimental standpoint, it is successful and is completed.

From a commercial standpoint, there remains the necessity of getting a party with good-looking hands, etc., and one who can write legibly on a blackboard."

MOTOR DRIVE ATTACHMENT FOR MODEL D

Mr. Chesler states that on the Model D machine, there is a place for the synchronizer bracket on all models. He is desirous of ascertaining whether it would not be advisable to make a bracket to go into this place, because when the synchronizer is used the motor will not be used. Will look up the bases on the Model D to determine whether there is a place for the synchronizer bracket and if there is,

it may be utilized for motor bracket. This will be reported on at next meeting.

As to the test Mr. Halpin is conducting on the motor driven machine, he reports as follows:

"After running 447,000 feet of film with steel bushing bearing in take up bracket, a new take up bracket with long bearing in casting was substituted. With this take up, 45 1000' films have been run. No examination has been made for wear as yet."

LENS TUBES FOR PROFESSIONAL KINETOSCOPE.

Mr. Mothesney being absent, no report could be obtained on these.

INSTRUCTION FOR BOMB MODIFIER FOR DISC MACHINES.

Mr. Nicolai reports that the Gorks have received the printed instructions on this.

CONDENSER LENSES.

Mr. Warner states that Mr. Leeming communicated with the Bausch and Lomb Optical Company in reference to his last report on condensers tested out, which condensers were submitted for test by several different manufacturers, and in which test the B and S lenses proved inferior to any of the other makes of lenses submitted. The Bausch and Lomb people quoted Mr. Leeming a new price of \$40 a piece on condensers, as against \$45, the original price. They also submitted two condenser lenses which they claimed were superior to those which were furnished before. These two condenser lenses were put on test in Mr. Halpin's Department, who reported as follows:

"6-1/2" F broke after 30 minutes' run when light was extinguished and condenser allowed to cool.

7-1/2" F was substituted and has been on test for twenty hours. To date, lamp is extinguished about six times per day and lens allowed to cool. Fan blowing on lens hastens cooling, as in other condenser tests."

Mr. Nicolai says that Mr. Leeming prefers to deal with the Bausch and Lomb people, for business reasons.

STARTING DEVICE AND AUTOMATIC CUT OUT FOR KINETOSCOPE.

Mr. Nicolai reports that Mr. Langley's Department is bending every effort towards the early completion of this job.

There being no further new business, the meeting adjourned at 3:35 P.M.

M. R. HUTCHISON

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CHIEF ENGINEER

COPIES TO MESSES. EDISON AND WILSON

MINUTES OF THE FIFTH WEEKLY MEETING OF THE
ENGINEERING DEPARTMENT COMMITTEE, HELD IN THE OFFICE
OF THE CHIEF ENGINEER, SEPTEMBER 17, 1914.

Present - Messrs. Nicolai, Lahr, Simpson, Halpin, Warner and Hutchison. Mr. L. W. MacChesney came in later.

15" REEL FOR HOLDING 2000 FEET OF FILM.

Mr. Halpin reports that the reel worked O. K. but that the method of attaching the film to the hub is open to criticism.

Mr. Nicolai reports, however, that Sherlow Brothers are making up 15 of these reels with six openings on the hub, three of which are right-handed and three left-handed. As soon as we get these fifteen reels, we are going to put them in the hands of practical operators for criticism.

FILM DRYING MACHINE.

Mr. Nicolai reports that the film drying machine is working perfectly satisfactorily and that practically all our "Rush Film", is dried on this machine. After a little further test of the machine, Mr. Nicolai will be in a position to recommend as to whether or not we should increase the number of these drying machines, to take care of all our drying.

The only criticism Mr. Nicolai now finds to offer is the fact that if film is allowed to remain on the machine in a wet condition for any length of time, some of the perforations show deformations, due to the weight of the film and the bottom weight coming on the small surface of the rollers on the overhead driving sprockets.

MODEL OF PROPOSED A-100 DISC PHONOGRAPH.

This has been returned to the Factory by Mr. Edison, with criticisms, among which being that he wants more records per winding and which will necessitate getting a new spring. The springs are now being made by the American Steel and Wire Company, in four or five different sizes. All other criticisms suggested by Mr. Edison have been corrected, and as soon as the new springs are received and the proper spring found to do the work, the machine will be again submitted for criticism by Mr. Edison.

NEW MODEL H. P. K.

This has been dropped temporarily, owing to the cutting down of force.

FEASTER FILM AUTOMATIC REWINDING DEVICE.

The commercial type of this device has been started on in the Drawing Room, to decide upon a model to adapt to the Super-Kinetoscope, in a practical manner. Subsequently, we will take up the Model D, followed

by the Powers and Simplex Models. One man is devoting his entire time to this work.

TRANSLITE FOR INSULATOR OF HEAT INSIDE OF LAMP HOUSES.

As a result of tests conducted, it is the unanimous opinion of this Committee that Translite be used instead of Micanite for sheet mica for this purpose. It is very much less expensive and equally good. In fact, it should be superior to Micanite which is simply built up Mica with shellac used as a binder. The shellac, of course, will not stand the heat.

The Translite is already specified for the sides of the lamp house, so that new engineering notice will cover Translite for the top of the lamp house.

Mr. Simpson will therefore draw engineering notice to cover.

UNIVERSAL TOOL FOR KINETOSCOPE

This is now in the hands of the commercial and who are testing it out among a number of operators, to see if everything is on this tool that the operators need.

LENSES FOR SUPER-KINETOSCOPE.

Mr. Hutchinson asked the question why, in view of the fact that competitive tests revealed a superiority of other manufacturers' lenses over the Bausch and Lomb, for both condensers and motion picture lenses, that the Bausch and Lomb people still continue to get our business, and do not give us a better product.

Mr. Werner reported that, confirming his written report headed in some weeks ago, he made competitive tests of all the different condensers and motion picture Kinetoscope lenses. As a result of these tests, it was found that the Gundlach and the Crown Optical Company lenses were both superior to the Bausch and Lomb. Condensers from Semon Bach, Graham and Berwin, The Pittsburgh Plate Glass Company, and others, were all very much superior to the Bausch and Lomb, which latter cracked frequently and did not give the optical effect that the others gave. This was thoroughly covered by written report by Mr. Werner, copy of which is attached hereto.

Later, the question came up with the Bausch and Lomb people as to why they did not furnish us with better lenses and condensers. In the matter of lenses, they stated that they were giving us the best lens that we could buy for the money. We then told them to let us know what they could do in the way of a better lens for more money. They then owned up that they only make one quality of motion picture lens, and that they were now giving us the best they could do. Shortly thereafter, their Mr. Nixon came over with three lenses, mounted in such manner that we could not readily test them without remounting.

Mr. Warner told them that we would be delighted to test these lenses if they could get them over right away with the proper mounting on them. Nothing further was heard from them, until one day Mr. Warner was asked to come down to Mr. Leeming's office, and this same man was there with the same lenses in the same condition in which Mr. Warner had turned them down. They were again told that if they would mount them properly, we would test them. This was about three or four days ago, but since that time nothing further has been heard from them.

X We are pushing the Super-Kinetoscope through the Factory as fast as we can, and Mr. Nicolai is getting worried about the lens proposition. Mr. Hutchison contended that as Bausch and Lomb have not been able to give us good lenses up to date, that there is no reason to believe that they can give us good lenses on short notice. He recommends that the best lenses found in the tests, of condensers and lenses be ordered for the Super-Kim toscope. It is hardly fair for us to ask competitive manufacturing concerns to send lenses in here for test, have them do so, have their lenses prove superior to the lenses we have been using, and not give them a show for the business. This is, of course, done without any criticisms to the Purchasing Department as there may be commercial reasons why Bausch and Lomb should have our business in preference to others. But from the standpoint of engineering, we cannot see why the best lens, at a reasonable price, should not win out.

X In the condenser tests, the Bausch and Lomb condensers broke so frequently, four of them having broken in three days, that Mr. Halpin and Mr. Warner got tired of putting them in. In fact, the Bausch and Lomb product is very much inferior to the other products, and we cannot see how, at any price, we could afford to use the Bausch and Lomb, when we can get so much better goods out of the other manufacturers.

ELECTRICAL EQUIPMENT FOR SUPER-KINETOSCOPE.

The A. C. motor has been finished, and is now on test. The D. C. motors are on the way, the armature punchings having just been finished.

Mr. Langley will please attend the next meeting of this Committee, on Thursday, the 24th instant, and submit report on the out-out arrangement for the A. C. motor for this outfit.

Also the progress on the D. C. motors at that date.

TRANSFORMER FOR SUPER-KINETOSCOPE.

The Cutler-Hammer people have not, as yet, given us any further data regarding transformers for this machine. Mr. Hutchison called up the New York Office, and requested immediate attention to this matter, under penalty of their losing the business.

WELDING MACHINE FOR PROFESSIONAL P. K. FILM.

One of these was designed up, but was found to be rather awkward for practical use. Mr. Warner thereupon made certain suggestions and de-

signs, which have been incorporated in a new machine, and it is now in use in connection with the film drying machine, and thus far has given satisfaction. Further time will be necessary to determine as to whether or not it is commercial.

MOTOR-DRIVE ATTACHMENT FOR MODEL D.

A model of this has been sent down to Mr. Nicolai's office, on about the 15th instant. He has taken steps to have this model installed at the Bronx Studio. In the meantime, the Drafting Room is laying out a commercial manufacturing type, which is progressing.

We propose to substitute our 1915 A. C. motor on this machine.

BRONX STUDIO WORK.

Mr. Hutchison received a letter from Mr. Theiss, requesting a motor-driven projecting machine, curtain dissolving effect, drum and tank equipment, and an A. C. motor for title printer. Mr. Nicolai has taken steps to send the Model D motor-driven machine that came from the Laboratory, to the Studio, but same will have to be equipped with an A.C. motor, instead of the D.C. motor which is now on it. He will bend every effort toward getting this out, as soon as possible.

The curtain-dissolving effect, produced by shutter, was handed to Mr. Lahr by Mr. Warner, then taken away from Mr. Lahr by Mr. Warner, and is now in Mr. Warner's hands. Mr. Lahr refuses to give a statement as to what date it can be completed, until he sees the device again, and knows what is necessary to be done to it. Mr. Warner will therefore take the matter up with Mr. Lahr at once.

The drum and tank equipment matter has been explained by Mr. Warner to Mr. McKiernan, at the Works, and Mr. Nicolai is having a shop order issued to cover the same, and will push it through as quickly as possible.

There being no further business, the meeting adjourned.

M. R. HUTCHISON

CHIEF ENGINEER.

Copies to Mr. Edison, Mr. Wilson.

MINUTES OF THE TENTH MEETING OF THE
ENGINEERING DEPARTMENT COMMITTEE, HELD IN
THE OFFICE OF THE CHIEF ENGINEER, SEPT. 24, 1924.

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Present: Messrs. Nicolsi, Inhr, Simpson, Warner, Langley, Lem-
ing and Hutchison.

Absent: Mr. L. W. McChesney, detained with Western Electric vis-
itors. Mr. Halpin.

15" REEL FOR HOLDING 2000 FEET OF FILM.

Not as yet received from Sharlow Brothers. Mr. Nicolsi will chase
it up.

FILM DRYING MACHINE.

The latest development shows that the leader, with which we thread
the machine, dries out and gets brittle. Frequently it breaks. It
was suggested that experiments be made toward using the same kind
of material from which the iron pockets are made for the storage
battery for this leader. Mr. Nicolsi thought that probably he
could find an old perforating tool that is almost worn out, and by
running the perforating machine slowly, get out sufficient length
of this steel to make a leader. He will look into this matter and
see if it can be done without danger of putting the machine out of
business.

Mr. Nicolsi also found that a wet film, without any apparent reason,
some times gets a half twist in it between the bottom and top spro-
kets. Also finds an accumulation of emulsion on the rolls, which
have to be cleaned off from time to time. He says it comes from the
edge of the film. The machine is still in its experimental stage,
and these points will be looked into immediately and corrected.

MODEL OF PROPOSED A-100 DISC PHONOGRAPH.

The spring has not yet been received from the manufacturers.

Some changes of the Horn are being made to conform to Mr. Edison's
criticisms regarding the lack of volume from the old type horn we
had in there, and when the model is sent up, these new improvements
will be embodied in the machine.

FEASTER REWINDING DEVICE.

All the drawings for the attachment of this device to the 1915 Su-
per-Kinetoscope, are in the shop, and a model is being made. A
draftsman is now working on the attachment for the Model D machine.

ELECTRICAL EQUIPMENT FOR SUPER-KINETOSCOPE.

Mr. Langley reports that the motor for the Super-Kinetoscope, for operation on alternating currents, has been worked up and thoroughly tried out from the standpoint of practical utility and operation of the machine. He is now holding it up, waiting to hear from the Peerless Motor Company as to what they will charge us for starting switches, of their design, and under their patents, to embody in these motors. He has not, as yet, heard from them. He feels that we should go slowly in this matter until we hear from them, because if they try to charge us any fancy price for the switches as they put them up, it would be better for us to manufacture the switches and pay them a royalty for manufacturing said switches, under their patents. We hope to have some action in regard to this at the next meeting, and Mr. Langley will attend the next meeting, for the purpose of reporting on same.

As to the direct-current motor for the machine, he reports that he expects to have a complete motor finished within the coming week, and if so, will have a report on same by the next meeting.

Mr. Langley reports that the low-voltage release switch on the Super-Kinetoscope does not operate satisfactorily on alternating current. It does work on direct current, but on alternating current it fails, and it will be necessary to devise another combination to be of service on alternating current. This will be taken up at once.

LENSES FOR SUPER-KINETOSCOPE.

Mr. Leeming entered the meeting at this time, and read over the minutes of the last meeting. He says that as far as he is concerned, there is no reason why we should buy from Bausch and Lomb if their product is inferior to other products, and the price of the other product is within our means. It is therefore decided to order 25 assorted focal lengths of lenses and he will proceed at once to get lowest net prices on Gundlach lenses, and endeavor to work them in on our product, for the time being, at least.

The condensers will also be selected according to quality and price from various manufacturers.

TRANSFORMER FOR SUPER-KINETOSCOPE.

The Cutler-Hammer people sent in quotations on the two sizes of transformer for the Super-Kinetoscope. Mr. Dete called up Mr. Hutchison on the 22nd instant, asking if we want a model of each of the sizes, and Mr. Hutchison replied in the affirmative, the models to be sent over here for test, on assignment. The letter containing these prices has been referred to Mr. Leeming, and the Purchasing Department, for their attention.

WELDING MACHINE FOR PROFESSIONAL P. K. FILM.

The one we now have in use, on the drying machine, is working satisfactorily.

The question came up as to why it would not be a good plan to design the machine from the commercial standpoint, and after thoroughly trying it out and satisfying ourselves that it would be capable of being handled by the general run of motion picture operators, put it out as a commercial product for motion picture houses, instead of cementing film, as now takes place. The question also came up as to why they could not be used by us in piecing together short pieces of film and running them through the printing machine, using up short lengths that are now scrapped or used for other purposes. The Committee seemed to think that this was thoroughly practical, and therefore the Chief Engineer detailed Mr. Kennedy and Mr. Warner to work up a thoroughly practical device, taking it up with Mr. Nicolai to reduce same to a commercial status, endeavoring, with all possible speed, to get something which we can put out, as above. The Committee was unanimous in stating that they thought this would make a very good product for which a ready sale would exist.

MOTOR DRIVE ATTACHMENT FOR MODEL D.

Mr. Lengley stated he thought that the present motor that we have designed for running the Super-Minutoscope can be used for running the Model D machine, but that on direct current with a speed of 1200, it may be necessary to redesign the machine so as to put more iron in the magnetic circuit, to prevent the motor from heating up, it having been designed for 1800 A. P. M. However, he will conduct experiments to ascertain as to whether this is necessary, and if it is not, this motor will be used on the Model D drive.

BRONX STUDIO WORK.

The motor drive for the Model D for the Studio, is complete, with the exception of the alternating current motor, on which Mr. Lengley is now at work, awaiting some castings from Mr. Nicolai. Mr. Nicolai, states that he will rush these castings through at once, and Mr. Lengley will put on the switch which he now has in stock, so that the machine will probably be gotten over to the Studio within ten days.

Mr. Warner submitted a developing curtain effect apparatus, which Mr. Luhr designed up. Mr. Weiss has seen this, but wants it mounted on an angle plate instead of the box that was contemplated, and this will be done and the device sent over to the Studio as quickly as possible. The design of the apparatus seems to be O. K.

In the drum and tank equipment, the legs have been finished, waiting for material to make the forks out of, and the drum work will be started as quickly as possible. Mr. Nicolai is putting this through the Factory, giving it personal attention, in order that the equipment may reach the Bronx Studio at the earliest possible date.

Driscoll has completed the air filtering apparatus for blower, etc., and the same has been accepted by the Studio as being O. K.

PROPOSED IMPROVEMENTS ON MODEL D.

Cost of tools, jigs, etc. for this change was submitted by Mr. Nicolai to Mr. Edison, and Mr. Edison made inquiry of Mr. Hutchison as to whether, in his opinion, the changes would be of sufficient importance, commercially, to warrant the expense. This was replied to by Mr. Hutchison in the affirmative provided that list of parts in stock show a small sacrifice of said completed parts. The list of these parts in stock were read to the committee, and the point was brought up that we will have to carry considerable stock of parts to take care of repair orders coming in from time to time, and that by the time these various patterns, etc. are made for these changes, a good portion of this stock would have been used up in regular production. It was therefore decided to recommend that the Works be started at once to turn out the Model D with these improvements.

Engineering notice will be sent out accordingly.

The machine will be known as the Model E.

PRINTING MACHINE FOR BRONX STUDIO.

We sent out a printing machine, with a direct current motor on it. The Bronx Studio reported that they have alternating current and must have an alternating current motor. Mr. Werner requested that they send back the direct current motor as we could find such parts of same on alternating motor, in order that we may use possible, but up to the present time, the motor has not been received. Mr. Hutchison addressed a memorandum to Mr. Flimpton, requesting that the matter be given attention at his earliest convenience.

There being no further business before the Committee, the meeting was adjourned.

M. R. HUTCHISON

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CHIEF ENGINEER.

Copies to Mr. Edison and Mr. Wilson.

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MINUTES OF THE ELEVENTH MEETING OF
THE ENGINEERING DEPARTMENT COMMITTEE, HELD IN THE
OFFICE OF THE CHIEF ENGINEER, OCTOBER 7, 1914.

Present:- Messrs. Nicolai, Warner, Simpeon, Luhr, Langley,
McChesney, Farrell, Halpin and Hutchison.

15" REEL FOR HOLDING 2000 FEET OF FILM

Not as yet received from Sharlow Brothers. *Woz*

FILM DRYING MACHINE

Owing to pressure of work, above the ordinary, and the fact that the film drying machine is working fairly well, no further time has been devoted to looking into the little difficulties enumerated in the Minutes of September 24th, 1914. As soon as the pressure of work lets up a little, we will undertake it again.

MODEL OF PROPOSED A-100 DISC PHONOGRAPH

The new springs have arrived and the machine is being equipped with them. As soon as a suitable spring is found to give the results required by Mr. Edison, it will be sent up to the Laboratory for approval.

FEASTER RE-WINDING DEVICE

It looks very much as if Feaster and his associates are going to withdraw their proposition on this matter, and we are at present treading water on same.

Work has been stopped on the model, drawings, etc. in the factory.

ELECTRICAL EQUIPMENT FOR SUPER-KINETOSCOPE

The first alternating current motor for driving the Super-Kinetoscopes is now up in Rense's Department, to be fitted with cones, belts, etc. The direct current motor is ready for assembly, with the exception of the commutator, the material for which is promised for delivery this week. Expect to have this motor finished up by next Wednesday, the 14th instant.

Mr. Langley submitted a model of a centrifugal out-out switch for use on alternating current motor for the Super-Kinetoscope. He states that the Peerless Company wants to sell us these switches at \$1.40 each for the Kinetoscope motor and \$1.20 each for the shaving machine motor. The workmanship on this switch is rather inferior, and not at all comparable with that on the switch which Mr. Langley got up, but which infringes the Peerless Motor Company's patents.

Mr. Redfearn said that it will cost to manufacture this centrifugal

switch which Mr. Langley devised, \$.81, including all overhead. This would be without royalty to the Peerless Company. It is suggested that we communicate with the Peerless Company, to see what royalty they would charge, to permit us to manufacture our switch under their patents.

An estimate on tools for making Mr. Langley's type of switch would cost \$400.00, as per Otto Weber's figures.

It is left to the discretion of Mr. Wilson to decide as to whether or not we should proceed by using the switches that will be furnished by the Peerless Company at the above prices, or whether we would care to invest the money in the tools, and secure a license under the Peerless Company patents to manufacture our own type of switch. A reply to this from Mr. Wilson is respectfully requested.

This switch is the only thing that prevents our making our own shaving machine motors, at the present time, as we are buying all these shaving machine motors from the Emerson Company. We have all the tools made for the shaving machine motor, and further manufacture is being held up because of this switch.

In reference to the low-voltage release switch on the Super-Kinetoscope:

It has been found that the design of release switch, gotten up by Mr. Gall, operates satisfactorily on direct current, but it does not operate on alternating current. Inasmuch as the majority of our machines are alternating current machines, it is necessary to devise some form of out-out which will operate satisfactorily on alternating currents. Several experiments have been made in the Electrical Department, but a satisfactory switch for this purpose has not been devised. The Cutter Company, Cutler-Hammer, and the Roller-Smith Company have been figuring on an alternating current out-out, to be used in connection with this machine, but nothing satisfactory has as yet been submitted.

We will proceed at once to devise some sort of out-out which can be used satisfactorily on the machine.

Mr. McChesney recommended that in view of the fact that we do not at the present time, have a out-out for the machine, that we put out the Super-Kinetoscope without the automatic out-out on the alternating current machines, but put the present and satisfactory form of out-out on the direct current machines. This in preference to holding up the entire Super-Kinetoscope awaiting the perfection of an alternating current out-out device.

Before the next meeting, some definite action will have been taken in the matter, and reported on.

LENSES FOR SUPER-KINETOSCOPE.

It has been decided to use Gundlach lenses on the first 25 machines. The Bausch & Lomb people have submitted a condenser which they claim is superior to that which they previously furnished us, and inasmuch as most of the other condensers come from Europe, we do not care, at the present time, to throw the Bausch & Lomb people down. The new

Bausch & Lomb condenser will be put on test by Mr. Halpin, at once, and report handed in.

It is suggested that when writing to the Bausch & Lomb people, that Mr. McChesney put in a paragraph, stating that we have decided to use Gundlach lenses on our Super-Kinetoscopes, for the reason that the Bausch & Lomb lenses submitted by them were inferior to the Gundlach lenses.

TRANSFORMER FOR SUPER-KINETOSCOPE

Samples from Cutler-Hammer not yet received, as they are not due. Mr. Dats will be out here next Tuesday, and we will try to hurry delivery on these samples.

WELDING MACHINE FOR PROFESSIONAL P.K. FILM

No further action on this, owing to pressure of other work.

MOTOR-DRIVE ATTACHMENT FOR MODEL D.

Mr. Langley reports that upon receipt of Motor case, he can finish up this motor very quickly. This motor also calls for an automatic cut-out switch, as per notes on "Motor Drive for Super-Kinetoscope", of last meeting. Mr. Nicolai reports that the case is ready, and will be sent to Mr. Langley's Department, at once.

BRONX STUDIO WORK.

The motor drive for the Model D for the Studio is covered in the paragraph above.

Mr. Warner is laying out the support for the dissolving curtain effect, and expects to have it finished within a day or two.

In the drum and tank equipment, everything is ready, except the drum. This is now being worked on.

PROPOSED IMPROVEMENTS ON MODEL D.

The patterns are being made for the proposed improvements, and the work is under way.

A suitable motor has, at last, been found for this printing machine, and we expect to make delivery to the Bronx Studio, on Friday, the 9th inst.

MICA WINDOW ON DOOR OF FILM MAGAZINE.

Someone submitted an idea embodying a mica window placed in the door of the magazines, to permit of the film being seen within the magazine, to enable the operator to know how near the end of the film he is getting. The Committee looked over a model submitted but it was decided that the feature is not of sufficient importance to warrant the change that it would necessitate in the construction of the door.

PROPOSED IMPROVEMENTS SUGGESTED BY OUTSIDERS ON THE SUPER-KINETOSCOPE

Mr. McCheeney submitted a letter received from Mr. F. R. Richardson, Editor of the "Moving Picture World", New York City, in which he criticizes, on the Super-Kinetoscope, the rack springs, the carbon clamps, the condenser casing and the take-up. He has signified his willingness to come out at any time we may invite him, to look over the machine, for the purpose of getting data for an article in the "Moving Picture World". Mr. Farrell advises that this man has great influence with operators all over the Country, publishing hints, etc. for operation and construction, in the Projection Department of the "Moving Picture World", which are read with considerable avidity by the operators. It therefore seems important that we have this man's good opinion.

He will be invited out for some day next week, and a general conference between those interested, take place. Mr. McCheeney and Mr. Farrell will consult with Mr. Hutchison some day next week when it will be convenient to invite Mr. Richardson out.

The Committee inspected and approved a Home P.K. outfit for advertising novelty. Consists of an incandescent lamp Home P.K. with motor drive and endless 40 foot one row film, with magazine box. Works very well and will be made commercial on approval of Mr. Edison.

It is the concensus of opinion of the Committee that our friction take-up is not all that it should be, especially when a 2,000 foot reel is put on the machine. It certainly subjects the film to more of a strain than the film should be subjected to, but this was decided upon by Mr. Gall as being the best take-up, and in lieu of better advice on the subject, we adopted it. However, it seems desirable that a better form of take-up be devised in the future, to overcome the criticisms with which the friction type of take-up has met throughout the Country.

There being no further business, the meeting adjourned.

M. R. HUTCHISON,
CHIEF ENGINEER

Copies to Mr. Edison and Mr. Wilson

MINUTES OF THE TWELFTH MEETING OF
THE ENGINEERING DEPARTMENT COMMITTEE, HELD IN THE
OFFICE OF THE CHIEF ENGINEER.
OCTOBER 15, 1914.

Present: Messrs. Gall, Nicolai, Luhr, Warner, Farrell, Singmon, Langley
Halpin and Hutchison.

Absent: Messrs. Leeming and L. W. McChesney.

15" REEL FOR HOLDING 2000 FEET OF FILM.

Received from Sharlow Brothers, but incorrectly made. Sent back for alteration.

FILM DRYING MACHINE:

Same as last meeting. Working quite well.

MODEL OF PROPOSED A-100 DISC PHONOGRAPH.

The machine was assembled and ready for test, but when ready to be sent up to the Laboratory, instructions were received by Mr. Nicolai from Mr. Edison to have the motor taken out of the A-100 and put into the A-150, to see if it would be applicable to this model. This model is now ready. Will be sent up for Mr. Edison's inspection on the 16th instant.

Another motor, of same design, is being built with two springs, for application to the \$250.00 model. This motor will also embody pressed steel top-plates, in place of cast-iron, for purposes of economy.

LENSES FOR SUPER-KINETOSCOPE.

Same as last week.

CONDENSER MOUNTS FOR SUPER-KINETOSCOPE.

Mr. Farrell presented for consideration two lens mounts, put up by J. D. Elbert, of San Francisco, California. It is the contention of certain motion picture experts that the breakage of condensers is caused by the greater thickness at the center, with thin periphery, so that in cooling down, the periphery cools quicker than the center, causing internal strain, with resultant cracking of the condenser. This lens mount submitted, consists of a brass plate of considerable weight and size, which, it is argued, will retain its heat as long as does the center of the lens, therefore allowing the whole mass to cool down evenly and slowly. Langley reports that we broke about six condensers in the Super-Kinetoscope Monday afternoon, and it is his opinion that something should be done to correct this defect.

Mr. Gall spoke favorably on the matter, but concurs with Mr. Nicolai that the method of mounting the lens is, in this particular case, too expensive, and can be the subject of re-design. In any event, it could not be used as submitted to the committee, in the Super-Kinetoscope. There is not the room for mounting it. Attempts will be made to adopt this feature on the condensers for Super-Kinetoscope for trial, and Mr. Lahr will have this mounted so as to test.

ELECTRICAL EQUIPMENT FOR SUPER-KINETOSCOPE.

The first alternating current motor has been put together, and is on the machine.

Mr. Durand has taken up the matter of royalty, with the Peerless Company, in the matter of the centrifugal switch, but no reply has yet been received.

The first fifty of these will be bought from the Peerless Company, as the Peerless Company makes them, so as not to hold up production. Mr. Langley predicts that there will be some labor necessary on these switches, after we get them from the Peerless Company. The cost of these fifty, plus the labor it will be necessary to put on them, will determine as to whether or not it will be expedient for us to spend the four hundred dollars for tools, as brought out in the minutes of the Eleventh Meeting of the Engineering Committee. Mr. Wilson will read this as answer to his memorandum of October 12th.

LOW VOLTAGE RELEASE SWITCH FOR SUPER-KINETOSCOPE.

Two direct current release switches will be made up and installed on the machine this week.

Mr. Langley reports that the Cutler-Hammer Company have submitted an alternating current cut-out device which, although it is a little large, can be mounted on the legs of the machine where there is lots of room. Mr. Nicolai suggested that we equip the model with this cut-out device, which is now equipped with direct current cut-out device and motor, to see if it is operative.

TRANSFORMERS FOR SUPER-KINETOSCOPE

Delivery of sample is promised between the first and tenth of November.

WELDING MACHINE FOR PROFESSIONAL P.K. FILM.

Owing to the fact that Mr. Kennedy has been busy on the phonograph demonstrators, he has not had the opportunity to do anything further in this matter.

MOTOR DRIVE ATTACHMENT FOR MODEL D.

The frame has just been received, and is being assembled.

BROWN STUDIO WORK.

The motor drive for the Model D for the Studio is covered in the paragraph above.

The dissolving curtain effect has been finished, with means of mounting on machine, and shipped to the Studio today.

In the drum and tank equipment, everything has been completed and was shipped on the 14th instant.

ADVERTISING WINDOW DISPLAY HOME KINETOSCOPE.

Some experiments have been made here in the Laboratory toward the resurrection of the advertising window display stunt evolved about two or three years ago, but with which nothing was done. There seems to be a demand for this device and, during odd times, we put one together. As a rough model, it ran remarkably well.

A better model is now being assembled, and we expect it to be finished in a few days. When it is, the model will be put to test, and such refinements as necessary embodied for further consideration.

GAUGE FOR LINING UP SPROCKETS OF MODEL D KINETOSCOPE.

In August of this year, a suggestion came up from the Works, covering a gauge or template to be used on the Model D Kinetoscope, for the purpose of lining up the sprockets.

This was objected to, for the reason that:

1. The size of aperture plate has been changed in the re-design of the Model D, now being smaller than before, and
2. The forcible placing of this gauge into the die cast aperture plate of our present machine would do the aperture damage, which would show up on the screen.

Mr. Call suggested that if we desire to put out such a gauge, that the projections, formerly intended to be shoved into the aperture, be removed, and nothing but a rectangular opening be placed on the gauge, so that the operator can, by lining this up with the aperture plate, and holding same firmly in place by hand, line up his sprockets with the gauge held in this position. He also recommended that the aperture be made large enough to cover our old type machine, the smaller apertured machine being readily set for the same gauge.

Other objections to this device were found last Spring, as per report of Mr. Halpin as follows:

1. The aperture gauge itself must be perfectly true and, with the present punching operation, no doubt extra operations are necessary to obtain this.

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2.- The lining up of aperture interferes with the ready lining up of the sprockets.

3.- The two screws holding aperture bracket to mechanism head are not both available with the gauge in place, accordingly one has to be tightened after removing the gauge.

4.- Should the operator attempt to move framing rod when gauge is in place, serious damage could be done to aperture or its plate. This is an operation which should not take place, but one which might be done in an effort to hasten work without due thought. In other words, the use of the aperture gauge introduces an unnecessary danger to mechanism head.

There being no further business before the meeting, it adjourned at 4 P. M.

M. R. HUTCHISON

CHIEF ENGINEER.

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COPIES TO MESSRS. EDISON, WILSON and DURAND.

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MINUTES OF THE TWENTY-SEVEN MEETING OF
THE ENGINEERING DEPARTMENT COMMITTEE, HELD IN
THE OFFICE OF THE CHIEF ENGINEER,
OCTOBER 28, 1914.

Present: Messrs: Gall, Nicolai, Inghr, Warner, Simpson, Langley and
Hutchison.

Absent: - Messrs: Leeming, L. W. McChesney and Farrell.

15" REEL FOR HOLDING TWO THOUSAND FEET OF FILM.

After an extended discussion, it was decided that the reel, as submitted, could be improved materially by having the radial pieces set into the ends, that film can be slipped in on either side of said radial pieces for a distance of five or six inches. As it is the custom of operators to taper the end of the film to facilitate threading up the machine, if the end is so tapered with the present construction, they could not possibly make the film hold in the radial projections. Mr. Nicolai will assemble a reel of this construction, and have it ready for the next meeting.

FILM DRYING MACHINE.

As far as the machine is concerned, Mr. Gall reports that it is working quite satisfactorily, but to make the machine effective the dew point of the room and the temperature must be kept constant. To take care of this, Mr. Warner has asked Mr. McCollough to put a steam pipe to discharge into the duct, in order that the humidity may be adjusted at will. At present, the temperature is taken care of by means of steam coils. Mr. Warner reports that the conditioning has all been laid out and has been awaiting the completion of the mechanically operated drying machine, before spending money for the necessary blower, etc. to take care of this. Mr. Gall suggests that we now proceed to work the machine with the air conditioner regulated by manual regulation, until it has been ascertained whether or not the drying machine is itself in such a state of completion as to warrant the automatic conditioning apparatus.

MODEL OF PROPOSED A-100 DISC PHONOGRAPH

Mr. Nicolai reports that the model is ready, and is now awaiting the return of Mr. Edison, for inspection and further comment.

The additional motor, of the same design, having two springs, for application to the \$250.00 model, will be ready by the time Mr. Edison returns.

LENSES FOR SUPER KINETOSCOPE

In the lenses of over three inches, the Gundlach is superior, but the Bausch and Lomb people are trying to build a lens to equal or surpass it. In sizes less than three inches, there is not enough difference

in favor of the Gaudlach to warrant the additional expense, so we will use Bausch and Lomb for everything up to three inch focal lengths, and Gaudlach for everything over three inch focal lengths, until further notice.

CONDENSER MOUNTS FOR SUPER KINETOSCOPE.

The Condenser mounts sent over by J. D. Elbert of San Francisco, California, have been so altered as to permit of their being applied to the Super-Kinetoscope. This preparation has been completed, and the mounts have been sent down to Mr. Nicolai for test.

Mr. Gall suggests that a good deal of the trouble caused in the breaking of condensers is occasioned by draft. He suggests that a piece of French plate glass of 1/8" thickness and flawless be slipped in between the condenser and the arc. He feels that this piece of plate glass will protect the inside condenser from breakage quite as effectively as the mountings above referred to.

So we will make an experiment (Mr. Warner) in which the standard Bausch and Lomb condenser will be put into the Super Kinetoscope with the regular mounting, and with the plate glass above referred to, and compared with another test with the new condenser mounting, above referred to, without plate glass, and still another test with the new condenser mounting with the plate glass. Mr. Warner will endeavor to get this test finished so as to report at the next meeting.

ELECTRICAL EQUIPMENT FOR SUPER KINETOSCOPE.

All the development work has been finished for A. C. and D. C. motors for the Super-Kinetoscope.

As to the royalty to be paid to the Peerless Company for the operation under their patents in the automatic switch, Mr. Langley reports they have stated they will charge us royalty of \$.55 each for the first five hundred, \$.35 each for the next thousand, and \$.15 each thereafter for the life of the patents.

We have bought fifty of these switches, which will have to be changed when received, to suit our conditions. Mr. Langley has a special order to cover the labor charge on these switches. When this experiment has been made, we will be able to determine as to whether or not it will be cheaper for us to buy the switches as they supply them to us, and alter, paying no royalty, or to make them ourselves and paying the royalty. This is a question which will be settled later.

The automatic switch which we propose to use on the Super Kinetoscope motor is not suited for use on the shaving machine motor, necessitating our buying a cheaper switch from the same company for the shaving machine motor, and this switch is considerably inferior to the switch we propose to use for the Super Kinetoscope motor.

LOW VOLTAGE RELEASE SWITCH FOR SUPER KINETOSCOPE

The Alternating Current cut-out device submitted by the Cutler-Hammer Company has been criticised by Mr. Gall as being apt to produce excessive noise if any corrosion or dirt takes place between the magnet

and the armature. Mr. Date, of the Outler-Hammer Company, was here this morning, the 28th instant, and states that he will design and build for us samples which operate on the latch principle. That is to say, as long as the current is on the latch will be held in contact with the switch, but when the current goes off the latch will release the switch. It is anticipated that this will be cheaper to manufacture than the present device submitted, and will therefore leave the matter open until we hear from Mr. Date and receive the model proposed.

Mr. Langley reports that the direct-current low-voltage release has operated on test for 7,000 times, and has not failed once in said 7,000 times. There is little wear noticeable on the switch contact points, but they are of such construction as to be easily renewed, when occasion requires. The latch of the switch has been found perfectly adequate, and we therefore endorse the low-voltage, direct-current, release switch for manufacture. In case the Insurance people object to the straight surface without any barrier between the contact and the magnet, we can very easily put in a barrier. Mr. Nicolai states that we are assembling two Super-Kinetoscopes, one for the Underwriters to criticize, and the other for Mr. McChesney, to show his customers. This point will be brought out when the Underwriters go through the machine.

TRANSFORMERS FOR SUPER KINETOSCOPES.

Mr. Date, of the Outler-Hammer Company states that he is under the impression those transformers have been shipped to us. They were to have come by express, and he is going to look the matter up and report later.

ELECTRIC WELDING MACHINE FOR PROFESSIONAL P.K. FILM.

Mr. Warner submitted a sample of electric welding machine for film, which has been in use for quite some time in the Film Plant. He states that although he has been given to understand joints have been made without the use of cement, he has himself been unable to make a satisfactory joint without the use of cement, and recommends that if the machine is used, cement be used in conjunction with it, until further tests have been made to prove that joints can be made without cement in connection with the welding machine.

On Mr. Gall's recommendation, we turned the model over to Mr. Davis for actual test.

MOTOR DRIVE ATTACHMENT FOR MODEL D.

Mr. Langley reports that this will be ready tomorrow, the 29th instant.

BROOKS STUDIO WORK.

Motor drive for the Model D is covered in the Paragraph above.

The drum and the equipment has been completed, and was shipped on the 14th instant. It has not, as yet, been installed, so Mr. Gall advised me. It is now up to the Studio to come to install it.

ADVERTISING WINDOW DISPLAY HOME KINESCOPE.

The model has been finished and it is now up to Mr. Muir to finish the wood work. Expect to have it ready for report at the next meeting.

The aperture plate is still up in the air, but during the coming week, Mr. Hall will endeavor to solve the problem.

There being no further business before the Committee, the meeting was adjourned at 4 50 P. M.

M. R. HUTCHISON.

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CHIEF ENGINEER

Copies to Messrs. Ellison, Wilson, and Darnall.

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MINUTES OF THE FOURTEENTH
MEETING OF THE ENGINEERING DEPARTMENT COMMITTEE
HELD IN THE OFFICE OF THE CHIEF ENGINEER,
NOVEMBER 6, 1914.

Present - Messrs. Nicolai, Luhr, Simpson, Warner, Halpin, Langley
and Hutchison.
Absent - Messrs. Leeming, L.W. McChesney, Gall, Farrell.

15" REEL FOR HOLDING TWO THOUSAND FEET OF FILM

The reel has come up for test, but at the present time, we have no machine in the Laboratory on which to test it. Mr. Nicolai will lend us a magazine with another reel in duplicate of that which has been sent up, and the tests will have been continued by the next meeting.

FILM DRYING MACHINE

Mr. Warner reports that by correcting the arrangement of the sprocket and rollers, all signs of perforation picking have disappeared, and the machine is running perfectly. He now proposes to follow up the matter of automatic conditioning of the room, with a view of designing up means for accomplishing the same result as is now accomplished by manual regulation.

MODEL OF PROPOSED A-100 DISC PHONOGRAPH.

Mr. Nicolai reports that although the mechanism and complete machine are O.K., he finds that they are not quite satisfied with the horn, in that sufficient volume is not given off. He proposes to try one or two experiments on horns, and will endeavor to correct this before the next meeting.

CONDENSER MOUNTS FOR SUPER-KINETOSCOPE

Mr. Warner reports that owing to the fact that the lamp houses on the third floor of the Laboratory have been robbed of their lamps, for experimental purposes, with the delay of getting up another lamp house he has not had the opportunity of testing these condenser mounts referred to in last week's minutes. He expects to get this started by this afternoon and will turn it over to Mr. Halpin to take care of.

ELECTRICAL EQUIPMENT FOR SUPER-KINETOSCOPE

The Switches have been received (fifty in all) but nothing has been done in the way of changing them over to suit our conditions. Mr. Langley expects to get at this during the coming week. The rest of the subject can be closed, until further notice.

LOW-VOLTAGE RELEASE SWITCH FOR SUPER KINETOSCOPE

Mr. Langley reports that Mr. Gall is of the impression that a single pole switch will be sufficient for this purpose. If such is the case, we may be able to get it into the same space that is now occupied by the direct current low-voltage release mechanism. He is experimenting along those lines.

He further reports that the Cutler-Hammer Company expect to have a commercially available switch here for test, by Wednesday of next week. The Hart Manufacturing Company, and the Roller-Smith Company both expect to send in model switches.

TRANSFORMERS FOR SUPER-KINETOSCOPE

The Transformers have not, as yet, come in from the Cutler-Hammer and Mr. Date, of this Company, was communicated with this afternoon, over the telephone, as to delivery. They are already overdue.

ELECTRIC WELDING MACHINE FOR PROFESSIONAL P.K. FILM.

Mr. Warner reports that he took the machine down to try it out, but found that two clips were necessary to hold the film down onto the base of the machine. He thereupon brought the machine to the Laboratory and had the clips put on, after which he took it back down to the Works and used it on the drying machine, and will have to retain it for use on the drying machine until some satisfactory method is produced for fastening the film together on that machine.

This will give the welding machine a good test.

Mr. Luhr suggested that we make up another one of these welding machines, embodying features not contained on the present machine, and having the whole thing more practicable and servicable. He therefore will proceed to get out a machine in accordance with his ideas on the subject.

MOTOR DRIVE ATTACHMENT FOR MODEL D.

Finished and delivered to the Bronx. This will close this paragraph.

BRONX STUDIO WORK.

The drum and tank equipment has been completed for several weeks and delivered to the Bronx Studio. It has not, as yet, been set up. Mr. Gall is now on the job and is waiting for the compressed air pressure tank and filters in conjunction with these tanks, upon receipt of which they will be set up and put into operation.

1915 SUPER KINETOSCOPES

Mr. Nicolai makes the following report:

"All that we were waiting for to assemble the first machines were the bevel gears. These were received today. They look fine. They were cut by the Gleason Company on a new small bevel gear planer they have just produced. We ordered twenty-five sets of gears out by them, with the ultimate object of determining as to whether or not it will be profitable for us to buy one of these new gear cutting machines for our work throughout the Shop."

Mr. Nicolai further goes on to say that the appearance is excellent and when he has had a little further experience with the gears, he will make his recommendations accordingly.

We will have two new Super-Kinetoscopes out within the next ten days. They will be for direct-current operation. One of them is for Mr. McChesney to show to his customers, the other for the Underwriters to criticize. As soon as a definite switch is decided upon for the alternating current type, a machine of that type can be put together within a few days.

These two machines that are now being put together will also prove out all the tools, jigs, etc. for the manufacture of the Super-Kinetoscopes. As soon as these have been proved out by these machines, we will be ready to go ahead and produce machines in quantity.

TELESORIBE.

The tools for the manufacture of the Telescribe are coming along in good shape, and Mr. Nicolai expects to have the tools out in about two weeks.

PROPOSED NEW MODEL FOR AMBEROLA X

Charles Edison and Constable have taken down the proposed new model for Amberola X. The Legal Department is now working on it, to see whether or not there are any patentable features which we want to cover. It has been submitted to Mr. Edison, and he seems to approve of it. An objection has been raised to this machine, and that is, the governor gear is made of fibre. It has been our experience that all fibre gears we have put out on the governor have had to be replaced within a short time, owing to the fact that the material does not stand up to the work. That is to say, it warps, gets out of shape, swells, binds, etc., and has in the past been a source of considerable trouble. Our repairmen are constantly reporting to us that in their travels throughout the Country, they are continually removing the old fibre gears from the Triumph and Opera types that have been sent out for some time, and are putting in metal gears instead. It is therefore advisable to look into this matter very carefully before adopting it. The metal gear is not quite as noiseless as the fibre, but is a little more practical, from the standpoint of standing up to its work.

There being no further business before the meeting, it adjourned
at 4 P.M.

H. R. HUTCHISON,
CHIEF ENGINEER.

Copies to Messrs. Edison, Wilson and Durald.

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MINUTES OF THE FIFTEENTH MEETING
OF THE
ENGINEERING DEPARTMENT COMMITTEE, HELD
IN THE OFFICE OF THE CHIEF ENGINEER
NOVEMBER 19th, 1914.

Present - Messrs. Nicolai, Farrell, Simpson, Halpin, Gull,
Langley, Constable and Hutchison.

Absent - Messrs. Leeming, L.W. McChesney, Luhr, Warner.

FIFTEEN INCH REEL FOR HOLDING TWO THOUSAND FEET OF FILM

Mr. Halpin reported that some difficulty had been experienced with the reel. On re-assembly, it seemed to work all right, except that on the end of the film next the hub it tears the sprocket holes. He is to determine as to what causes this trouble and report on same at the next meeting.

FILM DRYING MACHINE.

Mr. Nicolai reports this machine is running O.K., and has been for the past two weeks. It is giving no trouble at all.

MODEL OF PROPOSED A-100 DISC PHONOGRAPH.

This was submitted to Mr. Edison. He objected to several features, among them being the pressed steel top plate, etc., and this matter will receive further consideration at once.

Mr. Edison has stated that he wants to work on it himself.

ELECTRICAL EQUIPMENT FOR SUPER-KINETOSCOPE.

Three of these switches have been changed over for embodiment in the three model Super-Kinetoscopes that are being made up as examples. Temporary templates are being made up to enable Langley to change over the balance of them (47 in all) and he expects to have these finished up within a week.

LOW-VOLTAGE RELEASE SWITCH FOR SUPER-KINETOSCOPE.

Langley reports that development has progressed to the extent of being able to see daylight on this alternating current, low-voltage release mechanism. He expects to have model ready for submitting to the Committee by next week's meeting.

Thus far, we have not received anything from Cutler-Hammer in the way of a commercially available switch for this purpose, but they are working on it. So also are the Hart Manufacturing Company. The Roller-Smith Company have turned it down.

CONDENSER MOUNTS FOR SUPER-KINETOSCOPE.

The mounting submitted, and which has been tested by Mr. Halpin, has been referred to Mr. Parkhurst, and we have the following report from him:

"Tested the two lenses herewith. Seemed to stand the heat, without cracking, but did not show as clear a field on the curtain as our regular stock lenses. Show a dark spot on the curtain which we cannot get rid of by adjusting the lamp or lenses."

Mr. Halpin brought down the sample, and it was found to be quite loose in its mount.

Steps will be taken immediately to experiment with the lens mounting, to see if we cannot evolve a more practical proposition that will hold the lens perfectly rigid, and yet will prevent the lens from cracking. Mr. Farrell states that we have had a great deal of trouble of late with the lenses cracking, and something should be done at once to overcome this difficulty.

This especially applies to the Super-Kinetoscope, because of the larger arc that will be used, and therefore the greater heat therefrom.

Mr. Halpin reports that he is also testing the scheme which Mr. Gall evolved for putting a piece of French plate glass between the arc and the condenser, allowing an air space to exist between the glass and the condenser. These tests are proceeding in Mr. Halpin's Department, and full report will be submitted at the next meeting.

Mr. Gall suggested that we run the current up to about eighty amperes in making these condenser tests, so as to have the conditions exceeding those that occur in practice, and be on the safe side.

Mr. Langley reports that the Cutler-Hammer people sent over two transformers .. 60 to 80, and another 80 to 120 amperes.

The 60-80 worked out very well indeed, but the 80-120 did not seem to be a very good proposition. Mr. Gall raised the point as to whether there is really a market for an

80-120 transformer in this Country, saying that if we have occasion to furnish the Super-Kinetoscope to Europe, they can beat us out on transformer construction, as far as price goes, and that we had better sell the machine without transformer for European use.

Therefore the Committee has decided to concentrate at present on the 60 - 80 ampere transformer.

Mr. Langley will therefore return the 80 - 120 ampere transformer to the Outler Hammer Company, and will send the 60 - 80 transformer over to the Laboratory, to Mr. Halpin. Mr. Halpin has the proper lamp house, etc., to try this out thoroughly with one-inch carbons in an arc, and will report on same at the next meeting.

MOTOR DRIVE ATTACHMENT FOR MODEL D.

The attachment that was intended for the Bronx has been finished and sent there. Mr. Gall reports that the machine runs above normal speed - 68 r.p.m. instead of 60 r.p.m. Mr. Gall also reports that Theiss has advised him that the machine does not start up promptly. Mr. Langley brought up the point that possibly the belt is too stiff, and that if a more flexible belt is used, the condition will be O.K. Mr. Gall is going to take one of these flexible belts out to the Bronx, and try it. Further report will be made at the next meeting.

Mr. Farrell says that he has quite a stack of mail on his desk from prospective purchasers of Model D motor attachments, and wanted to know what he should write them.

We have decided that we would test the apparatus at the Bronx in practical service, but inasmuch as the machine at the Bronx is not run very often, we will duplicate this outfit, and put it down in Davis' place, where it will get a sure-enough run in, in a very short time.

Mr. Langley will therefore get this outfit together.

ELECTRIC WELDING MACHINE FOR PROFESSIONAL P.K. FIRM.

As Mr. Luhr and Mr. Warner are both absent, there is no report on this.

SUPER-KINETOSCOPE.

Mr. Nicolai reports that two of the Super-Kinetoscopes are practically finished now. Tools appear to be in first-class condition and no trouble has been run into, in assembly.

The third one will be made up by next Wednesday.

One of these goes to the Underwriters, another to Mr. McCheeney and the third one goes to Breck, of San Francisco.

Mr. Gall reports that he looked at one of the mechanisms of this new product, and was highly pleased with it. In fact, he says the gears run smoother, are cut better, and the whole assembly is superior to that originally sent down to the factory.

TELESCRIBE

Mr. Nicolai reports progress on the tools.

GUAGE FOR ALIGNING SPROCKETS WITH APERTURE PLATE.

Mr. Lahr submitted a model, which looks very good to the Committee. This will be sent down to the Inspection Dept. of Kinetoscope Assembly and given a practical test.

Mr. Nicolai will report on this next week.

DICTATING MACHINE.

Mr. Hutchison reported that out of four machines of his immediate knowledge, the one into which he dictates at the office, the one his secretary uses, the one by Norton's desk, and the other one which Mr. Hutchison uses at home, three of them have had trouble from the sheet steel apron or guard in the rear of the cylinder working loose and coming against the side of the cylinder. The Dictating Machine Department was notified and an inspector came up and made them fast, but there is evidently some defect in design, or they would not work loose in practice.

Copy of these minutes will be sent to Mr. Durand, for his information, and perhaps this difficulty can be remedied.

Mr. Hutchison also desires to call attention to the tendency of the small set screw which holds the recorder in its frame, to work loose. Owing to the fact that the flexible tube strain all comes on the recorder, in time this screw seems to work loose and cause trouble. He suggested that a more substantial method of clamping the recorder in its mount be devised.

Mr. Nicolai suggests that possibly it would be a good plan to split these rings to clamp the recorder and reproducer on the business machine, and clamp them around the recorder and reproducer.

HAND REWINDER FOR SUPER-KINETOSCOPE.

Mr. McCheesney wrote a note, in his absence, stating that he is anxious to get a new hand rewriter for sale with the Super-Kinetoscope, and hopes exceedingly that it will not be necessary to sell the same old unsatisfactory rewriter we have always supplied as part of our standard equipment on projecting machines.

Mr. Hutchison called attention to the fact that Tutbill before he went to South America, devised a hand rewriter having a new gear arrangement. That is to say, that when first winding up the film on the small hub of the reel, the rewriter was speeded up so as to not make this part of the rewinding too slow. But when the diameter increased, by reason of the film wound upon it, a new gear ratio was instantly taken in, rendering the rewinding very much less arduous than at present.

Mr. Simpson also remembered this design, but it was laid aside when Mr. Tutbill went away. He will look it up and see if it cannot be reduced to commercial condition by the time the next meeting is held.

ADJUSTMENT OF THE LEGS OF THE SUPER-KINETOSCOPE

Mr. Farrell brought up a memorandum he wrote Mr. Hutchison under date of November 11th, for bringing up at the next meeting of the Engineering Committee, as follows:

"What provision has been made for adjusting the legs of the Super-Kinetoscope, so that if placed on an uneven floor, or one slightly on an angle, all four legs will fit snug and close to the floor?"

Mr. Gall brought up the point that this machine, weighing about 250 pounds, should be treated the same as a lathe in a machine shop. They are not intended to be moved around, and when once installed, should be shimmed up and permanently bolted to the floor, so as to have a good foundation. Adjustable features on the legs could be put on, but this is deemed too expensive and unnecessary for one installation.

PROPOSED NEW MODEL FOR AMBEROLA X.

The machine was adopted unanimously, as far as quality of tone reproduction is concerned, but details of its construction are being redesigned to admit of more economical manufacture, etc. This is on the drawing board at the present time.

WIRE TERMINAL FOR SUPER-KINETOSCOPE

A model was submitted by B. B. Foote and Company, 154 Lake St. Chicago, which we consider superior to that heretofore used, and we recommend that this be adopted as our terminal wire.

LENSES FOR THE FIRST 25 SUPER-KINETOSCOPES.

For focal lengths up to and including three inches, Bausch and Lomb 1/4 size regular martin picture lens tube, only without jacket.

For all focal lengths over three inches, Gundlach Manhattan Optical Company's No. 1 motion picture lens.

For the stereo lens the same lenses now supplied with the Model B machine, are recommended.

All but the Gundlach lenses are regularly carried in stock and will be available at short notice. Where lenses of greater focal lengths than three inches are required, the Sales Department should give notice to the purchasing Dept. at the earliest possible moment. This is necessary, because the Gundlach lenses must be ordered, as we do not yet wish to stock them.

Bausch & Lomb and the Crown Optical Company are about to submit lenses for test, and final specifications may possibly be changed, by the result of these tests.

There being no further business before the Committee, it adjourned at 4 P M.

M. E. TITCHISON

CHIEF ENGINEER

Copies to Messrs. Edison, Wilson and Darand.

P. 1914 M.P.
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MINUTES OF THE SIXTEENTH
MEETING OF THE
ENGINEERING DEPARTMENT COMMITTEE, HELD
IN THE OFFICE OF THE CHIEF ENGINEER
NOVEMBER 27th, 1914

Present:- Messrs. Nicolai, Farrell, Simpson, Gall, Luhr,
Langley, Constable, Warner & Hutchison.

Absent:- Messrs. Leeming, L. W. McChesney & Halpin

FIFTEEN INCH REEL FOR HOLDING 2000 FEET OF FILM.

After an extended line of experiments, in producing a reel hub having teeth in conjunction with slots for holding the bottom ends of the film to the hub, we have found that in every instance the sprocket holes of the film have been torn when running the reel in the projecting machine. Mr. Gall raises the point that this will not obtain if the teeth are properly placed on the drum, and therefore Mr. Gall is requested to design up such a combination as he thinks will work, and the same will be tried. Up to the present, we have met with no success in our efforts in this direction.

Another method of retaining the film to the hub has been suggested by Mr. Halpin, and it looks quite reasonable. Mr. Luhr will now proceed to make up a reel embodying this new feature, and the same will be put up for test.

This matter is not one of great importance, but simply an effort on our part to better the conditions that now obtain throughout the United States in holding film to reels.

FILM DRYING MACHINE

Mr. Nicolai reports that this machine is running satisfactorily

MODEL OF PROPOSED A-100 DISC PHONOGRAPH.

Mr. Constable reports that the A 100 Disc Phonograph is being redesigned in certain features, and he expects to have the model out this coming week.

ELECTRICAL EQUIPMENT FOR SUPER-KINETOSCOPE

Three of the motors, made by us, embodying switches purchased from the Peerless Motor Company, which said switches have been changed to suit our requirements as to provide better

operation, are in work, and have tested out satisfactorily. Mr. Langley reports that the remaining 47 switches are now being changed over to embody these improvements and after such change, they will be put into stock and held for future use.

Our object in finishing up this lot of 50 is, to determine how much labor is necessary to change over the switches, in order that this change-over cost may be added to the purchasing cost, to determine as to whether it would be better for us to make our own switch, paying royalty to the Peerless People, or whether it would be better to buy the switches from these people without the royalty and change them over. Mr. Langley expects this work to be finished this coming week and all figures obtainable.

CONDENSER MOUNTS FOR SUPER KINETOSCOPES

Mr. Gall and Mr. Warner report that they just have finished a series of tests of condenser lenses, in which the mounts are of considerable mass. Mr. Gall specifies that these mounts should, in practice, be copper, if adopted. The object of the heavy mount is, when it becomes heated with the condenser, it prevents the thin edge of the condenser from cooling too rapidly. Any expedient, such as the use of sheet copper on the side of the condenser or a piece of glass on the side of the condenser, will interfere with the condenser, optically. It must be supported from its periphery, and have nothing on either surface.

Experiments conducted in the placing of a sheet of glass between the arc and the condenser have failed thus far, for the reason that it is practically impossible to get Schott glass that is optically plane. If the glass put in between the arc and the condenser is not perfectly flat, it will distort the image. Mr. Warner made a special trip to Zimer & Amend, to get their glass expert to make some special thin plate glass pieces, which are now being annealed, and which he hopes will overcome the difficulty.

Mr. Gall has conceived the idea of using a condenser of 7-1/2" focal length, instead of 6-1/2". This will remove the arc lamp about one inch further from the condenser, and thereby cut down the heat to which the condenser is subjected without materially affecting the screen illumination. Then, if we are able to get the proper piece of glass to put in between the arc and the condenser, we hope that the difficulty will be overcome.

Every manufacturer of motion picture machines is experiencing the same difficulty in the breaking of condenser glasses. This condition has arisen, by reason of the fact that in latter day practice the use of an arc which takes considerably more current than that which obtained in former years, is necessitated. Messrs. Semon Baché & Company, realizing this difficulty have gone into a very comprehensive series of experiments to evolve a glass that will stand this heat, without cracking. But in the meantime, we are only one of a number who are meeting with this difficulty, and everyone seems to be trying to solve it. It is much more difficult than appears on the surface.

Mr. Gall advises that he does not expect this condition to obtain with the new machine, to anything like the extent to which it obtains with the present machine, for the reason that he uses a new lens system which does not employ a lens having such a great disparity between the thickness at the centre and thickness at the edges. Therefore, as such a lens becomes heated, it will not tend to break as rapidly as does one of the present construction.

There are two feasible lens systems that are open to use, and Mr. Gall and Mr. Warner are now at work, determining which of them will be the cheapest to adopt. In addition to remedying the breaking trouble which we are having, to a large extent, these two new systems eliminate the "ghost" effect, i.e. the appearance of the carbons on the screen. One of these two systems under consideration has been adopted as standard on the Continent, where very much higher current is used, in the arc, than on this side.

TRANSFORMERS FOR SUPER-KINETOSCOPE

Mr. Langley reports that the 80-120 ampere transformer has been sent back to the Outler Hammer Mfg. Company, and the 60-80 one is being tested in the Kinetophone Studio, under the direction of Mr. Halpin. In fact, the transformer is being tested at the same time that the condensers are being tested, in order that the current may not be wasted by applying two lamp houses with current for this purpose.

MOTOR DRIVE ATTACHMENT FOR MODEL "D"

MR. GALL took the softer belt to the Bronx Studio, and put it on the motor drive machine. They report back that the machine is now all right. In fact, they are so pleased with it, they will not allow us to take it away for test here in Davis' Department. We are, therefore, making up a motor

drive for D.C. and another one for A.C., to reduce it to commercial practice. As soon as the castings are received from the foundry, work will be started on them at once, and every effort made to get both types of the machine out at the earliest possible date. We have quite a demand for a motor-driven Model D attachment, and it begins to look as if we will soon have a commercial article which we can supply, but which we will not recommend, for the reason that insurance laws governing the application of motor drive to a motion picture machine are too stringent to admit of our recommending anything which does not live up to that law perfectly. To live up to the law would necessitate an entire re-design of our standard machine. In other words we do not want to get in wrong with the Underwriters. If, however, an owner of a motion picture machine wants to buy a motor-driven attachment, and put it on at his own risk, it is up to him.

NEGATIVE FILM INSPECTION

Under the present regime, the Studio is not sufficiently far ahead of negative production to enable us to inspect the film properly, here at the Works. In other words, a negative, coming in, in the morning, must be inspected and up to Jamison's Department before noon of that day. Other work may have piled up on Davis to the extent of his having to drop it and go into the one or two reels of negative, with resultant interference. We hope that within a short time, when the fifth stage, etc. has been installed at the Bronx Studio, that the Studio will be able to get ahead several weeks at least - preferably six weeks - in order that this negative film inspection may be done with more thoroughness.

Mr. Warner's time is practically all taken up inspecting negative film, along with Mr. Davis. That is to say his time is broken up by reason of constant interruption in that he is doing here at the Laboratory, to go down to the Film Plant and go over negatives as they come in. Mr. Davis is considered by Mr. Gail, Mr. Nicolai and the rest of us as being thoroughly competent to examine and criticize negative film. It is therefore doubtful as to whether it is necessary for Mr. Warner to devote so much time to that particular work. It is therefore suggested that we try, for a week or two, having Mr. Davis inspect the film alone, and if anything should arise in which he thinks he would like to have the co-operation of Mr. Warner, he will call on him. Otherwise, Mr. Davis will inspect the film alone.

This will enable Mr. Warner to proceed with a lot of work that has piled up on him in development and other lines.

SUPER-KINETOSCOPES

The two finished Super-Kinetoscopes have been turned over to Mr. Gall by Mr. Nicolai, for comprehensive test and criticism. One of them is in the Kinetophone Studio, on the main floor, and the other one is in the P.K. Testing Department. It is proposed to substitute a plug fuse instead of a cartridge fuse on the Super-Kinetoscope.

Mr. Gall reports that, on direct current of high or low amperage, there is no flicker whatever on the screen, even when there is no film in the machine. On alternating current, there is a perceptible flicker, but very much less than anything we have heretofore seen, but more than Mr. Gall will be satisfied with. Therefore, he has in mind a special form of shutter, which he hopes will eliminate even this small amount of flicker. Experimental work thereon is proceeding, and we hope that by next meeting to have a definite report in this matter. This does not mean a change of any moment or hold up in the machines' production.

Mr. Richardson and Mr. Wiley of the Motion Picture World, were here a few days, and we gave them a demonstration. They expressed themselves as being highly pleased with the machine, and Mr. Richardson stated that it is the first time in his life he had ever seen a flickerless screen.

Mr. Richardson wrote quite an article, which will soon be published in the Motion Picture World, devoting about two pages to the Super-Kinetoscope.

Within one week's time, we hope to have one of these machines all ready to send to the National Board of Fire Underwriters.

LOW VOLTAGE RELEASE SWITCH.

Mr. Langley submitted a sample from the Hart Mfg. Company of Hartford, Conn., on an alternating current, low-voltage release switch. Being submitted to the Committee, it was criticized on various points.

A model, ~~submitted~~ of Mr. Langley's design and submitted by him, has been approved for further investigation. It seems to embody all necessary salient features of a successful switch. With this approval, Mr. Langley will now proceed to work the switch up into commercial shape, and submit it

to the Committee at the next meeting, but to submit it to the Chief Engineer as soon as possible for such criticism as may be deemed necessary. The pattern work (not very much of it) will be put through, and a commercially perfected type made available promptly.

The Cutler Hammer Company have been endeavoring to get the N.Y. end of their business interested in making one of these switches, but the New York end has not done so. Mr. Dato has therefore taken it up with Milwaukee, and hopes to have a sample submitted to us by the next meeting.

It looks very much as if our own ideas in this connection are better than those we can get from the outside, and in order that no delay may be incurred in the commercializing of the Super-Kinetoscope for use on alternating currents, Mr. Langley will bend every effort toward getting out this model immediately.

TELESCRIBE

Mr. Nicolet reports that tools have been finished, and the article is now in work. So this paragraph may be closed.

GAUGE FOR ALIGNING SPRCKETS WITH APERTURE PLATE.

The model spoken of in last meeting has been sent down to the Testing Department, the men all approve of it, and suggestion for improvement, embodying this design, has been sent up. Engineering notice is being prepared on same, and will be issued Saturday.

DICTATING MACHINE

Mr. Hutchison is in receipt of a memorandum from Mr. Darend stating that if the little pan for receiving the shavings of dictating machine cylinder is in place, that the back shield will not become displaced and rub against the record. The machine in Mr. Hutchison's office has no means for holding the little pan in place because the piece of wire which holds the pan in place is broken off, on this particular machine. But as it is soldered on, it is reasonable to suppose that this trouble is taking place commercially. However, Mr. Darend has, with Mr. Holland, means for overcoming this difficulty, which will be attended to very shortly.

He has also decided to drill a radial hole into the periphery of the recorder and the reproducer, in order that the set screw may enter these holes, and tend to hold the same in their swirl plates more securely.

Upon motion made by the Chief Engineer, and seconded by the assembled members of the Committee, it was decided to request that Mr. Rollins attend the meetings of the Engineering Committee, for such questions regarding Dictating Machine as may come up. He will therefore be included in the membership, and notice sent to him to attend meetings every Thursday, at 3 P.M.

HAND REWINDER FOR SUPER-KINETOSCOPE.

Other manufacturers of motion picture projecting machines are supplying rewinding devices with their machines. Some of these rewinding devices are quite clever. On the other hand we supply, with our machine, an antiquated device that, although it operates, cannot be compared with some of the rewinders on the market.

It is therefore considered advisable that we design up a hand rewinding device which can be made for a few dollars, and supply it with the Super-Kinetoscope. Something that will be a credit to the Super Kinetoscope. This is especially necessary, for the reason that our present rewriter will not handle a 2000 foot reel, and 2000 foot reels are now the rule, rather than the exception. Mr. Luhr and Mr. Simpson will get together on this proposition, conferring with Mr. Gall, and see if something practical cannot be designed up, before the next meeting.

The device conceived by Mr. Tuthill, before his departure, was investigated by the Committee, and it is not deemed advisable to embody the two speed ~~next~~ ratio, for the reason that we are using large hubs on the 2000-ft reels. This particular rewriter was designed for the old, small-hub reels, in connection with which the two-speed device was quite a feature.

PROPOSED NEW MODEL FOR AMBEROLA X

Mr. Constable reports that the design is progressing, and expects to have about six models finished in about three weeks.

DEVICE FOR HOLDING FILM AFTER IT HAS BEEN WOUND ON THE REEL.

There was submitted by a Mr. H. B. Allen, of Austin, Texas, a little wire device for holding the top end of a film, when it has been wound on the reel. The fact that it is detachable from the film is pretty good evidence that it will become lost, and furthermore, it is too small. It is doubtful whether a man, unless possessed of artistic fingers, could

get down in between the two sides of a reel, and apply it. Furthermore, it takes time to apply. It is therefore not considered practicable, and we would not care to take it up. An elastic band is far more practicable.

There being no further business before the meeting, it adjourned at 4:35 P.M.

M. R. HUTCHISON,
CHIEF ENGINEER

Copies to Messrs. Eison, Wilson, Durand and Holland

**Edison General File Series
1914. World War I (E-14-88)**

This folder contains correspondence and other documents relating to Edison's attitude toward World War I. Included is correspondence with financier Jacob H. Schiff of Kuhn, Loeb & Co. and Rabbi Leo M. Franklin of Detroit regarding Edison's opinion about the role of Germany's Jews in bringing on the war. Also included is an invitation to discuss the war in a roundtable conference convened by Lillian D. Wald at the Henry Street Settlement in New York City.

Approximately 50 percent of the documents have been selected. The unselected material consists primarily of unsolicited correspondence and circulars.

Edison, T.A. - G. Van

1 Arthur street,
Yonkers, N. Y.

Sept 16, 1914.

Mr. Thomas A. Edison,
Orangetown, N. J.

Dear Mr. Edison:

May I ask you to perform a great
service for humanity?

In the enclosed clipping from The
World, I have advocated the democratization of the
war-making power.

I have said that no aggressive war
should be waged except after war had been declared
by direct vote of the people.

Within a month, I have put these
ideas in publications having 1,150,000 circulation.

If the ideas appeal to you, and you
will endorse them in your own handwriting, I will
undertake to put your endorsement before the whole
country.

In making this request of you, I am
not looking for "copy". I am trying to do some good.

I enclose stamped envelope.

Yours Truly,

Alvan H. Pearson

E 22

[ATTACHMENT/ENCLOSURE]

Benson

MEADOW CROFT
MEADOW CROFT
MEADOW CROFT.

Your scheme while desirable
seems impracticable. I am so
discouraged by this war that
I feel it is useless for me to
say anything -

Σ

MEADOW CROFT

*Say I am as overworked
that I cannot possibly
Come to the settlement in
New York.
265, HENRY STREET.*

September 22, 1914

Dear Mr. Edison:

Miss Jane Addams joins me in asking you to be one of a small group of people to come to the Henry Street Settlement for a round table conference on the war on Tuesday, September twenty-ninth. Miss Addams and I hope that our guests will meet us at luncheon at half-past one, remain through the afternoon and assemble at dinner at half-past seven.

We suppose that never before has Society been self-conscious enough carefully to note the subtle reactions of war, inevitably disastrous to the humane instincts which had been asserting themselves in the social order. We feel that, whatever the outcome of the conflict, we are concerned that certain things in the civilization of Europe and in each of the warring countries shall not perish.

While the United States must, as a non-combatant

NEW YORK,
265, HENRY STREET.

nation maintain a neutral attitude, so much is at stake in both war and reconstruction that on the day when, as President Wilson has said, the nations of Europe come together for settlement, Americans should, as freemen and democrats and peace-lovers, express themselves in some affirmative way.

This round table is suggested as a means by which, in humbleness and quiet, some of us who deal with the social fabric may come together to clarify our minds and, if it seems wise, to act in concert.

Please regard the meeting as a matter of confidence. Kindly reply immediately, and by wire if out of town.

Sincerely yours

Lillian D. Wald

Mr. Thomas A. Edison
Llewellyn Park

Orange, N. J.

Miss Lillian D. Wald.

[ATTACHMENT/ENCLOSURE]

NEW YORK,
265, HENRY STREET.

List of those invited by Miss Weld and Miss Addams
to participate in the conference at the Henry Street
Settlement, September 29, 1914

Professor Felix Adler	Mr. William Dean Howells
Miss Emily Balch	Mrs. Florence Kelley
Mr. Ernest P. Ricknell	Mr. Paul U. Kellogg
Mr. Louis Brandeis	Congressman William Kent
Mr. Charles R. Crane	Dean Kirchway
Dr. Edward T. Devine	Miss Julia Lathrop
Mr. Thomas A. Edison	Dr. Samuel McBurne Lindsay
President Eliot	Mr. Owen R. Lovejoy
Mr. John Gavit	Judge Julian Mack
Mrs. John E. Glenn	Professor Graham Taylor
President Goodnow	President Van Nise
Rev. John Haynes Holmes	Mr. Mornay Williams
Mr. Hamilton Holt	Rev. Stephen S. Wise

SIGMUND BERGMANN
Gudenarder Strasse 23-32

BERLIN N.
23rd October 1914

Bernard A. Klein, Esq.
o/o Mr. H. P. Klein
172 Duane Street
New York, N.Y.

Dear Mr. Klein:

Your letter of September 28th regarding your trunk has come duly to hand. Your trunk was returned to us by Messrs. Brash & Rothenstein on the 21st of August and, on September 19th, the American Express Co. of this city called for it stating that they had instructions from you in America to ship this trunk to your New York address. We turned it over to them and it will doubtless have reached you safely in the meantime.

I sincerely trust that by this time the American newspapers will have been able to secure the true reports of the brilliant victories of our gallant troops and that the American public will get the actual facts about this terrible war.

With kind regards to your father and yourself,

Yours sincerely

(signed) Bergmann.

TAE - Originals

William and Pine Streets

KUHN, LOEB & CO.

New York, Nov. 10, 1914.

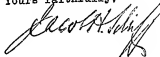
Dear Mr. Edison:

My attention has been called to an interview with you, printed recently in the Detroit Free Press, which has astounded me, for I can hardly believe, from what I know of you, that you would willingly slander anyone - and certainly not a whole people. To say that the Jews in Germany are responsible for this terrible war and to sustain this opinion by such statements and reasons as have been ascribed to you, is, to put it mildly, a flighty if not a criminal assertion, and I shall never believe that you are capable of this, unless you tell me yourself that you have given this interview and that you have been correctly reported.

Should such not have been the case, do you not feel that you owe it to yourself, if not to those, whom what has been printed has so seriously hurt, to insist that the published statement be withdrawn or corrected in as prominent a manner as it has been printed?

With assurances of esteem, believe me, dear Mr. Edison,

Yours faithfully,



H

Thomas A. Edison, Esq.,
Menlo Park, N.J.

[ATTACHMENT/ENCLOSURE]

My Dear Mr Schiff

I have not seen the article
but I remember what I
said & it was this that
The Germans took all the
credit for the great
advance of the German
nation in Commercial
prosperity, Whereas the
fact ^{are} ~~was~~ that the
Military Class that rules Germany
had brains enough to
take the advice of the

[ATTACHMENT/ENCLOSURE]

great Jewish bankers
& business men, & gave
the the Captains of
industry a free
hand ~~without~~ & they
built up ~~the~~ the
enormous industry
of modern Germany
& I instance, the
Reichsbank, Ballin
Rothman Loew
& I said if you went

[ATTACHMENT/ENCLOSURE]

to the bottom of things
in the great ^{modern} industries
you would dig up a
few, who furnished the
~~existing~~ ^{existing} ability & that
made them a success -

4

P TAE -
1914 Personal

TAE - O 9000

RABBI LEO M. FRANKLIN
TEMPLE BETH EL
DETROIT

G 25

November Twenty-third

It would be 1914

Mr. Thomas A. Edison,
Orange, N. J.

My dear Mr. Edison:

I trust you will pardon me for presuming to bring to your attention a matter that is of supreme importance not only to the Jews of this country, but as well, I take it, to yourself.

I refer to the expression of opinion ascribed to you by the Detroit Free Press in its issue of October 26th, and which in substance you have repudiated in your letter to Mr. Jacob M. Schiff under date of November 18th. That I did not think you were correctly quoted in the original article, will be quite plain to you from my letter to the Free Press which was published on the day following the publication of your supposed interview.

I would not trouble you with this matter again were it not for the fact that the Free Press refuses to take any notice of your letter to Mr. Schiff, on the ground that, in the first place they do not have personal knowledge that you ever wrote such a letter, and in the second, as they claim, you denied nothing that was ascribed to you in the original article. Both of these positions, it seems to me, are ridiculous.

Best seen from it
it was all right
up in this war
it was all right
the law is holding
me, are ridiculous

impossible to deny everything that comes out in the press, hundreds of fake interviews are published as genuine for men that were

Some of them are very ingenious to mislead
leading words in my mouth needs
stand by me - years ago I thought it

RABBI LEO M. FRANKLIN
TEMPLE BETH EL
DETROIT

In view of the fact that the Jewish people have suffered greatly through the wide-spread publication of the fact that a man of your authority and eminence holds them in the least analysis responsible for the beginning of hostilities, I feel that it will be a matter of justice to them and to yourself if you will be good enough to write either to the Free Press or to myself, a letter saying, as you did to Mr. Sobieff, that the article in question did not really express your views upon this subject.

Thanking you in advance for your consideration in the matter, and assuring you of my high personal esteem, I beg to remain,

Very truly yours,

Leo M. Franklin

P.S. Should you desire to know who the writer of this letter is, and of his standing in the community, I take pleasure in referring you to my friend and neighbor, Mr. Henry Ford.

[ATTACHMENT/ENCLOSURE]

The Detroit Free Press

DETROIT, MICHIGAN, MONDAY, OCTOBER 26, 1914.

MILITARISM IS CAUSE OF WAR, THINKS EDISON

German "Military Gangs"
Dominated by Jewish
Business Men.

ITALY AND TURKEY MAY
BOTH BE FORCED INTO
CONFLICT BY ENEMIES

Electrical Genius Declares Amer-
ica Will Benefit Industrial-
ly From Contest.

"Making things which kill men
is against my fiber; I would rather
make people laugh. I leave that
death-dealing work to my friends,
the Maxim brothers," Thomas A.
Edison, electrical genius, Sunday
morning spoke his views on war in
general, the conflict in Europe, and
the results that will come of it.

Standing in the center of the par-
lor of the home of Henry Ford,
whose guest he is during his stay
in Detroit, Mr. Edison, in a busi-
nesslike way, and in boyish lan-
guage, went over the whole field
for a reporter of The Detroit Free
Press.

[ATTACHMENT/ENCLOSURE]

Crisis Always Near.

The inventor, robust, virile and straight as a soldier, belied the calendar which says he is near the illustrious allotment of life. Working 20 hours a day, he has been his custom, has lost only one mark on him, a thick mass of "white hair" like a mane, and that for this his appearance would be that of a man approaching the half-century mark after a strenuous and useful life.

The interviewer, somewhat shaky at being "hanked on one side by the "electric winner" and on the other by the automobile genius, was put at his ease by the quick work of Mr. Edison in getting to the point, "I know, it's about the war," he said, and he planned in.

"This war," he said, "had to come. The East Asian railway in particular, but those military things in Europe filled an enormous void something had to break. It has come and it will be epoch-making. It will mean, probably, the end of general wars, but there will still be local conflicts and neighborhood wars."

Racial Lines for Boundaries.

"It and will see the boundaries of Europe drawn along racial lines. There will be no more of the Alsace-Lorraine business. A foolish place of war," that Himmarsk advised again. Germany has paid at least \$10,000 for every inch of land, which it took just to let us in 1917.

"With peace which is supposed to be behind the war is something that the military gets over their drill into the people, faster and use for their own ends. It is hardly possible to realize the fouling that people living in a town on one side of a river have against those just across the river. They are trained to it by the militaristic and now they are paying the penalty.

"The war may not mean the end of autocratic government, but democracy is spreading in Europe and this will do more to bring it about than anything else either. You may look, about your orderly direction

of government under such authority and how happy the people are, but I would rather live in a corner American city where there is a lot of legislation about the rights of labor than in one of your orderly German cities where a man must perform every act according to a code, be set down and guarded jealously by armed hands."

"Do you think any other nations will be drawn into the war?" he was asked.

Turks Outdone Humane.

"Yes, they probably will get into it. And Turkey may be forced into it by itself. I consider one Turk equal to three Russians, for you know they fight like lions. They don't mind being killed for they will get the same side that Mohammed tells them about all the kalek for no doing."

"There is one example of what a cunning fellow will do to this man. See what that man Mohammed promised his followers. Just a wonderful what seekers men unite of themselves."

The French nation has surprised me more than any other. In the war, I think that with their Christiany, their democracy and the doctrine of anti-militarism, which has been preached so long, they would be easy for Germany. A fellow man in the field now, and they are really fighting this war. Great as have more than 14,000 men in that battle. They are not doing anything for those brave little men. Questioned as to his opinion as to the peace, of the war Mr. Edison told anti-militarism and the church disinterested fear of Germany with the rampant religious fanatic were about equal in their effect on bringing about this war.

"The Old man are not so much," he said. "It is the Jews

who have advanced Germany to the high position in business. You know the business ability of our Hebrew friends. They have control of the industry of Germany, and the military rank which governs the country does the bidding. As an instance of this, the electrical business in Berlin is controlled by Jews and it employs about 100,000 men. The German man can claim this credit for the business rise of Germany, except in that the country has allowed its business to be free hand to combine and has not restricted them as has the United States.

United States to Benefit.

"The United States will not suffer from the war. What imports have been cut off will be made in this country, and when it's all over we will be producing chemicals, dyes and other things so cheaply that we won't need them from outside. It will help put an end to the criminal waste of the resources of this country."

Disabling the war with "its going to be some right," Mr. Edison gazed on the shrike nearer him. Mention of the Ford automobile plant which he visited Saturday, put him to rubbing his hands with enthusiasm.

"This is the acme of American manufacturing of world manufacturing," he said. "Mr. Ford has brought that business as near perfection as any man ever did. Of course, automatic machinery could do the work which men are doing now in some factories, but there is nothing in the world which approaches the efficiency that is achieved which is in the Mr. Ford factory."

This brought on a discussion of his rumored plan to collaborate with Mr. Ford in producing a "mighty electric" or popular-priced automobile. He and Mr. Ford, he said,



[ATTACHMENT/ENCLOSURE]

DECLARES JEWS ARE NOT GUILTY

*Robbi Says Edison is in Error
in Saying Jewish People
Are Responsible for War
in Europe.*

To the Editor: I have read with greater surprise than I can easily express, Mr. Thomas Alvo Edison's statement in this morning's Free Press, that the Jews are in control of the business of Germany, and that the "military gang which governs the country does their bidding," a statement which lays the blame for the beginning of the war squarely on the shoulders of the German Jew. Coming from a man of long authority and prominence as for then Mr. Edison, such a statement might easily be allowed to pass unopposed as being too far from the facts to require refutation. But Mr. Edison is a man whose word on any subject must be treated with respect, for it is not likely that he would make a statement of such tremendous importance as this without due consideration. I can only believe that somehow, somehow, he must have misunderstood his statement, for the fact is that the Jew of Germany would be the very last man to have incited the present war, even if moved by no motive more honorable than self-interest. For the fact is that there is no class of people in all Europe who are suffering more keenly through the present hostilities than the Jews of all the countries involved. So far as the Jew of Germany is concerned, it is no secret that he does not dominate the business affairs of the empire in any degree whatever, and that so far as his political influence with the powers that be is concerned, it does not even exist. When Mr. Edison says that "Not the Germans, but the Jews are responsible" he falls into another error which is not uncommon, for he forgets that the Jew in Germany is no intemperate German as the best of them, just as in this country being religiously a Jew, he may be as loyal an American as Mr. Edison himself.

I fear that Mr. Edison, for whom personally I have the highest admiration, has been misled by something that he has heard or read and that unless he is misquoted in the article, he has become the victim of a misinterpretation of facts that are really very obvious. In the Talmud there is a maxim which reads "Be wise men be cautious of your words." I know that Mr. Edison does not wilfully misrepresent the Jew in this matter, but his words will no doubt be quoted broadcast and will unquestionably do the Jew a very great injustice.

Yours truly,
LEO H. FRANKLIN.
Detroit, October 26.

EXPECTS BEST OF RESULTS

The Detroit Free Press

OCTOBER 27, 1914.

Nov. 27th, 1914.

Rabbi Leo M. Franklin,
Temple Beth Ol,
Detroit, Michigan.

My dear Sir:-

I am in receipt of your favor of the 25rd instant, which has had my careful consideration.

Let me say in reply that it would be simply impossible to deny everything that appears in the Newspapers. Hundreds of fake interviews are published. There are published hundreds of interview purporting to have been with me, but that were never given, and are purely "faked". Some of these are very injurious to me, as they put words in my mouth that I never uttered, nor that I would ever dream of uttering. Many years ago I fought this falsification, but soon found it hopeless and gave it up.

Don't worry. The Jew is holding up in this War, all right.

Yours very truly,

E. de Haën, Mfrs of Chemicals
in Lüne, Hannover

prays you to use your influence
with the Government of the U.S.A.
to stop the shameful practice
of American manufacturers of arms
and ammunition to supply the enemies
of Germany and thus prolong the war.
Why cannot the U.S.A. maintain an
honored and strict neutrality? How
can the President urge the people to pray
in the churches for peace and at the
same time allow a few greedy hypocrites
to help the horrible war along?

~~Ward~~

**Edison General File Series
1914. X-Rays (E-14-89)**

This folder contains correspondence relating to the development of x-rays. The selected items for 1914 are primarily by medical doctors from New York City.

Approximately 20 percent of the documents have been selected, including all letters with substantive marginalia by Edison. The unselected material consists of routine requests and unsolicited correspondence seeking advice or information about x-rays.

Did not try all the fluorescent crystals photographically - there are lists only visually - there are lists of chemicals of crystals of compounds in the literature

Mr. W. H. Mendocroft,
The Edison Company,
Oradell, New Jersey.

March 9, 1914.

P²⁵

Dear Mr. Mendocroft:

We are about to take up some experimental work in the hope of finding a material which under the influence of x-rays will fluoresce with a sufficiently powerful actinic light to enable us to photograph the fluorescent screen without unduly long exposures. The present intensifying screens which are made with calcium tungstate are not fast enough, and we suspect that there may be some salt which may give a good actinic action which is beyond the range of the visible spectrum and which, therefore, has not been noticed. Years ago Mr. Edison made an exhaustive set of experiments which led to the use of calcium tungstate. Before beginning our experiments, we would like to know whether Mr. Edison's observations were extended to cover the photographic effect as well as the visual effect. We, naturally, do not want to duplicate work that has already been done.

Would it be difficult for you to put me in touch with as much information as possible about these experiments. I have not had the pleasure of meeting Mr. Edison personally and, therefore, instead of taking the matter up directly with him, I am bothering you about it.

With kindest regards, I am,

Yours very truly,

E. H. Baldwin
B)

EWC/G

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EXCELSIOR

Union, N. H., July 15, 1914.

Thomas A. Edison,
West Orange, N. J.

Dear Sir:-

Will you kindly advise me whether there is any electrical instrument more powerful than the Ray, or that is used for a similar purpose?

Thanking you in advance for the information,

I remain

Yours truly,

J. Lord.

*Nothing is more powerful
for seeing or photographing
than opaque matter than
the X ray*

9 Prints

ARTHUR F. HOLDING, JR.
103 PARK AVENUE,
NEW YORK

Thos. A. Edison/ Esq.,
Edgewood Park,
New Jersey,

Dear Sir:-

The enclosed illustrations are of cancer spots before and after treatment with electricity. The surgeons "have n't got much on us, have they?" I have been doing this research work with Cornell University Medical College and am so pleased with my results, and I believe them to be so epoch making that I am making bold to send prints to you. My paper on the subject will be published in the N.Y. Medical Journal soon. If you are interested I would esteem it an honor to demonstrate my methods to you or any of your staff who might be interested. I am doing this work at one of the Hospitals.

Enthusiastically yours,

A.F.H.

A.F.Holding,

Dr. Arthur F. Holding

A9

Thank him & return the
photos ask if its X ray or
just plain electricity he
uses say it looks
good

5, 1904

MEADOW CROFT. ARTHUR F. HOLDING, M.D.
103 PARK AVENUE
NEW YORK

September
Fourteenth
Fifteen
Fourteen.

THOMAS A. EDISON, Esquire
Orange, New Jersey.

Dear Mr. Edison:

Replying to your kind favor of the 10th inst.,
my results are obtained by the use of electricity in these
ways:-

- 1 - X-Rays in deep massive doses using
Coolidge tubes and a current of
100,000 volts and 5 milliamperes.
- 2 - A unipolar high frequency current
for superficial destruction of
cancer tissue.
- 3 - A bipolar high frequency current
for deep destruction of cancer tissue.

I will take pleasure in forwarding you a reprint
of my work just as soon as it is issued. I believe my results will
justify your interest and I hope I may look forward to this pleasure.

Very truly yours,

A. F. Holding M.D.

AFH/DE

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END

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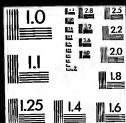
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